

# GRAIN & FEED JOURNALS CONSOLIDATED

Chicago, Ill., U. S. A.

February 27, 1935

\$2.00 a Year



## ANNOUNCING!

A New Grain Firm

# HARRY S. KLEIN

Member: Chicago Board of Trade

RECEIVING  
BUYING ON ORDER  
SHIPPING



GIVE ME A TRIAL ORDER TODAY!

*Satisfaction Assured*

Phones { Office—Wabash 8699  
Floor—Wabash 2800

1129 BOARD OF TRADE

CHICAGO, ILL.





# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

## AMARILLO, TEXAS

### Grain Exchange Members

J. N. Beasley Elevator Co., Inc., grain and seeds.\*  
Burrus Panhandle Elevators, public storage-mdsing.  
Great West Mill & Elevator Co., millers, grain dealers.  
Henneman Grain & Seed Co., seeds and grain.\*  
Kearns Grain & Seed Co., grain-field seeds.\*  
Martin-Lane Grain Co., wholesale grain.\*  
Stone, Lester, grain merchant.\*

## BALTIMORE, MD.

### Chamber of Commerce Members

Beer & Co., Inc., E. H., grain, hay, seeds.\*

## BUFFALO, N. Y.

### Corn Exchange Members

American Elvtr. & Grain Co., recrs., shprs., consmts.\*  
Cargill Grain Co., grain merchants.\*  
Lewis Grain Corporation, consignments.\*  
McKillen, Inc., J. G., consignments.\*  
Provoost, S. E., grain and feed broker.  
Southwell Grain Corp., consignments.\*  
Wood Grain Corp., consignments, brokerage.

## BURLINGTON, IOWA.

### Member Chicago Board of Trade

Bartlett-Frazier Co., grain merchants.\*  
Schoff & Baxter, cash grain, soy beans, futures.\*

## CAIRO, ILL.

### Board of Trade Members

Thistlewood & Co., grain and hay.\*

## CEDAR RAPIDS, IOWA

North Iowa Grain Co., country run grain.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*  
Wildor Grain Co., grain merchants.\*

## CHICAGO, ILL.

### Board of Trade Members

Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Carrhart-Cole-Harwood Co., grain commission.  
Cleveland Grain Co., The, receivers and shippers.\*  
Feehery & Co., E. J., consignments, grain to arr.\*  
Harris, Burrows & Hicks, grain & prov. futures.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Kellogg Co., John, grain merchants.\*  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Norris Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*

## CINCINNATI, OHIO.

### Board of Trade Members

Early & Daniel Co., receivers and shippers.\*

## CLEVELAND, OHIO.

Bailey, E. I., shpr. grain, mill'd, oil and c.s. meal\*

## DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*

## DECATUR, ILL.

Baldwin Elevator Co., grain merchants.\*  
Evans Elevator Co., grain, Chicago B. of T. Members.\*  
Hight Elevator Co., grain merchants.\*

## ENID, OKLA.

### Board of Trade Members

Enid Terminal Elev. Co., pub. storage, gr. mchts.\*  
Fenuay Grain Co., optrs. country elvtrs., gr. mdsgr.\*  
Johnston, W. B., wheat, coarse grains, field seeds.\*  
Salina Terminal Elvtr., optrs. Southwest Term. Elvtr.\*  
Union Equity Co-operative Exchange, L. D. 66 & 67.

## FORT DODGE, IOWA.

Bulpitt Grain Co., grain merchants.\*  
Christensen Grain Co., grain merchants.\*  
Davis Bros. & Potter, grain shippers.\*

## FORT WORTH, TEXAS.

### Grain and Cotton Exchange Members

Bennett & Co., James E., grain, stocks, provisions.  
Brackett Grain Co., brokerage, consignments.\*  
Carter Grain Co., C. M., brokerage and consignments.\*  
Ft. Worth Elvts. & Whsg. Co., consignments, stge.  
Lone Star Elevators, public storage-merchandising.  
Rogers Co., E. M., brokerage & consignments.\*  
Smith-Ingraham Grain Co., domestic-export grain.  
Transit Gr. & Comm. Co., consignments-brokerage.\*  
Worth Gr. & Comm. Co. (Sam Strader & Harry Johnson)\*

## GALVESTON, TEXAS.

Shaw, Thomas F., grain exporter.\*

## GREENVILLE, OHIO

Hall Grain Co., The, wholesale grain.\*

## HUTCHINSON, KAN.

Midwest Grain Co., The, gr. mchts., Terminal elevator  
Owens Grain Co., mill & elevator buying.  
Security Elevator Co., terminal & country elevators.

## INDIANAPOLIS, IND.

### Board of Trade Members

Cleveland Grain Co. grain commission.\*

## IOLA, KANSAS.

Cox, Roy W., grain, hay, mill feed.

## KANSAS CITY, MO.

### Board of Trade Members

Continental Elevator Co., grain merchants.\*  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Ernst-Davis Commission Co., consignments.  
Kansas Elevator Co., mlg. wheat specialists.\*  
Meservey-O'Sullivan Grain Co., gr. mchts. congnts.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Scoular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., gr. mchts.\*  
Vanderslice-Lynds Co., grain merchants, consignments.\*  
Wolcott & Lincoln, Inc., consignments.\*

## LANSING, MICH.

Lansing Grain Co., Rosen Rye, soft wheat, etc.\*  
Michigan Elevator Exchange, Mich. grain & beans.\*

## LOUISVILLE, KY.

### Board of Trade Members

Zorn & Co., S., receivers and shippers.\*

## MEMPHIS, TENN.

### Merchants Exchange Members

Buxton, E. E., broker and commission merchant.\*

## MILWAUKEE, WIS.

### Grain & Stock Exchange

Donahue-Stratton Co., grain merchants.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members

Cargill Elevator Co., milling wheat.\*  
Froedtert Grain & Maltng Co., grain, millfeed.  
Hallet & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
Kellogg Co., John, grain merchants.\*  
McGuire Company, Arthur, shprs, b'wheat, m/wh't.\*  
Scroggins Grain Co., grain merchants.\*

## NEW YORK, N. Y.

### Produce Exchange Members

Kellogg Co., John, grain merchants.\*

## OKLAHOMA CITY, OKLA.

Winters Grain Co., country mlg. wheat-coarse gr.

## OMAHA, NEBR.

### Grain Exchange Members

Bartlett-Frazier Co., grain merchants.\*  
Bell-Trimble Co., recvrs. and shippers.\*  
Crowell Elevator Co., receivers, shippers.\*  
Updike Grain Corp., receivers & shippers.\*

## PAXTON, ILL.

Watson Grain Co., corn & oats brokers.\*

## PEORIA, ILL.

### Board of Trade Members

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. O., grain commission.\*  
Turner Hudnut Grain Co., receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members

Markley, P. R., grain broker.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange

Rogers & Co., Geo. E., receivers, shippers.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

Bartlett-Frazier Co., grain merchants.\*  
Kellogg Co., John, grain merchants.\*

## ST. LOUIS, MO.

### Merchants Exchange Members

Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*

## SALINA, KANS.

Robinson Elev. Co., The, shippers & sellers.\*  
Smoot Grain Co., oper. Salina Terminal Elevator.\*

## SIDNEY, OHIO.

Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IOWA.

### Grain Exchange Members

Planley Grain Co., also office at Omaha, Neb.\*  
Terminal Grain Corp., grain merchants.\*

## TOLEDO, OHIO.

Southworth & Co., E. L., consignments, futures.

## WELLINGTON, KANS.

Wolcott & Lincoln, Inc., optrs. Wellington Term. Elvtr.\*

## WICHITA, KANS.

### Board of Trade Members

Adair-Morton Grain Co., wheat, corn, oats, barley.  
Craig Grain Co., wheat specialists, consignments.  
Harold-Wallis Grain Co., milling wheat specialists.  
Smith-McLinden Grain Co., wheat, corn, grains, feeds.  
Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.\*

\*Members Grain & Feed Dealers National Assn.

Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price Current-Grain Reporter (Est. 1884). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the postoffice at Chicago, Ill., under the act of March 3, 1879. Vol. LXXIV. No. 4. February 27, 1935.

Use Universal Grain Code and Reduce Your Telegraph Tolls



Board of Trade  
Members**KANSAS CITY**Board of Trade  
Members**SIMONDS-SHIELDS-LONSDALE GRAIN CO.**

Kansas City, Mo.

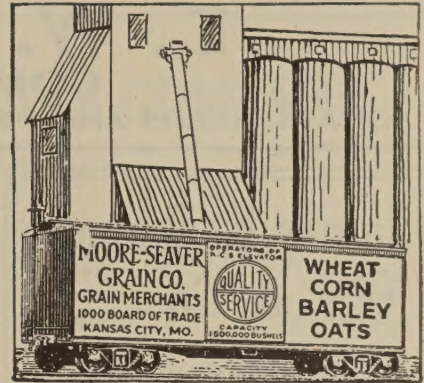
*Specializing in Southwestern Corn*

Wire Us for Prices

Capacity 7,000,000 Bushels

**DAVIS-NOLAND-MERRILL GRAIN CO.**Board of Trade  
Kansas City, Mo.Operating  
**SANTA FE ELEVATOR "A"**  
10,200,000 BUSHELS  
Modern Fireproof Storage

Ask for our bids on Wheat, Corn, Oats, Rye and Barley for  
shipment to Kansas City and the Gulf—Special Bin Storage  
Furnished at Regular Storage Rates.

WHEAT  
and  
OATS**NORRIS GRAIN CO.**

Operators—Norris Elevator—K. C., Mo.

CORN  
and  
BARLEY

**WHEN WRITING ADVERTISERS**  
Mention Grain & Feed Journals Consolidated

**CONTINENTAL ELEVATOR Co.**KANSAS CITY  
OPERATING**Continental Elevator**

CAPACITY 2,500,000 BU.

Corn Exchange  
Members**BUFFALO**Corn Exchange  
Members**J. G. McKILLEN, INC.**  
RECEIVERSConsignments a Specialty  
BUFFALO NEW YORK**SOUTHWELL GRAIN CORP.**

CONSIGNMENTS

BUFFALO, N. Y.

BROKERAGE

**American Elevator & Grain Company, Inc.**RECEIVERS, SHIPPERS AND ELEVATOR OPERATORS  
CONSIGNMENTS SOLICITED

Our System of Terminal Elevators, enables us to give prompt service and reliable quality  
on coarse grains, durums and protein milling wheats.

**Future Trading**Upon Organized Commodity  
Markets

by G. Wright Hoffman

Reviews the development and extent of  
future trading in the various commodities  
and markets; explains effect of future trad-  
ing on price stabilization and operation of  
future markets. Cloth bound, 500 pages,  
price \$5.00, plus postage. Weight, 3 lbs.

**Grain & Feed Journals**  
Consolidated

332 S. LaSalle St. Chicago, Ill.

**Lewis Grain Corp.**

A good firm to consign to  
Corn—Oats—Soft Wheat—Barley  
BUFFALO NEW YORK

**Wood Grain Corp.**

CONSIGNMENTS—BROKERAGE  
BUFFALO, N. Y.

If What You Want you see advertised, tell the advertiser.  
If Not—Tell the Journal.

Board of Trade  
Members**PEORIA**Board of Trade  
Members

**LUKE** Grain  
Co., Inc.  
Solicits Your Peoria Business  
Consign Your Corn to Us  
PEORIA, ILLINOIS

RECEIVERS GRAIN SHIPPERS  
• W. W. DEWEY & SONS •  
CONSIGN TO DEWEY  
PEORIA

**TURNER-HUDNUT**  
GRAIN COMPANY  
Receivers GRAIN Shippers  
Pekin, Illinois



Board of Trade  
Members**CHICAGO**Board of Trade  
Members**LAMSON BROS. & CO.**

2200 Board of Trade

Established 1874

Chicago, Ill.

*"60 years of continuous service in the grain trade."*GRAIN - STOCKS  
BONDS - COTTON  
BUTTER - EGGS  
PROVISIONS**E. W. BAILEY & CO.**

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS

1142-44 Board of Trade, CHICAGO

**James E. Bennett**GRAIN  
PROV'NS  
SUGAR**& Co.**STOCKS  
BONDS  
RUBBERMEMBERS  
CHICAGO BOARD OF TRADE  
AND ALL PRINCIPAL EXCHANGES

—PRIVATE WIRES—

*Ask for Bids***WHEAT, CORN, OATS  
RYE, BARLEY, SEEDS****CONSIGNMENTS**and orders in Futures Solicited and  
properly cared for in all Leading MarketsST. LOUIS      KANSAS CITY  
Merchants Exchange      Board of TradeINDIANAPOLIS  
717 Board of TradePEORIA      CAIRO  
11 Board of Trade      403 Board of Trade

332 So. La Salle St., Chicago

**Rosenbaum Grain Corporation**

332 SOUTH LA SALLE STREET

Cash  
and Futures**CHICAGO, ILLINOIS**Private  
Wires**Harris, Burrows  
& Hicks**Siebel C. Harris  
Mgr. Grain Department*We Specialize in  
Hedging and  
Spreading Operations*

Members Principal Exchanges

135 So. La Salle St.  
Chicago

Minneapolis

St. Paul

**CARHART CODE HARWOOD CO.****Grain Commission**

111 W. Jackson St. CHICAGO

**CIPHER CODES**We carry the following cipher codes in stock:  
Universal Grain Code, board cover...\$1.00  
Robinsons' Cipher Code, leather..... 2.50  
Dowling's Grain Code..... 3.00  
Miller's Code (1917), cloth..... 2.00  
Cross Telegraphic Cipher (9th edition) 3.50  
Peerless Export Grain Code.....85.00  
A. B. C. Code, 5th Ed., with sup.....20.00  
Baltimore, Export Cable Code.....15.00  
Bentley's Complete Phrase Code.....10.00  
Riverside Flour, Improved (6th Ed.)..12.50  
Calpack Code (1923).....10.00

All prices are f. o. b. Chicago

**GRAIN & FEED JOURNALS**

Consolidated

332 S. La Salle St. Chicago, Ill.

**BARTLETT FRAZIER CO.****GRAIN MERCHANTS**

Receivers—Buyers—Shippers—Exporters

111 W. JACKSON ST., CHICAGO

I have been a subscriber to your publication for many years and have received many valuable suggestions as well as some good advice.—Judson Co., by R. V. Judson, Detroit, Mich.

**JOHN KELLOGG COMPANY****GRAIN MERCHANTS****CHICAGO**

Branch Offices

Minneapolis

St. Joseph, Mo.

New York

Operating Elevators at:

Chicago, Ill. Minneapolis, Minn.

Savanna, Ill.

St. Joseph, Mo.

Schneider, Ind.

Depot Harbor, Ont.



Board of Trade  
Members**CHICAGO**Board of Trade  
Members*Ship Your Grain or Seeds and Send Your Orders to***J. H. DOLE & COMPANY****RECEIVERS and COMMISSION MERCHANTS****CHICAGO PEORIA ST. LOUIS****Clark's Car Load  
Grain Tables**

Eighth edition, extended to show bushels in largest carloads, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000	to 129,950 lbs.	to bushels of 32 lbs.
20,000	" 74,950 "	" " 34 "
20,000	" 118,950 "	" " 48 "
20,000	" 140,950 "	" " 56 "
20,000	" 140,950 "	" " 60 "

Pounds in red ink; bushels in black, 48 pages. Linen ledger paper reinforced, bound in keratol with marginal index. Weight, 8 oz.

Price \$2.50 at Chicago

**GRAIN & FEED JOURNALS  
Consolidated**

332 So. La Salle St., Chicago

**THE QUAKER OATS COMPANY****BUYERS OF****Oats Corn Wheat Barley**Cedar Rapids,  
Ia.Ft. Dodge,  
Ia.Akron,  
OhioSt. Joseph,  
Mo.**CHICAGO, ILLINOIS**Chamber of Commerce  
Members**MINNEAPOLIS**Chamber of Commerce  
Members**CARGILL**

MINNEAPOLIS, MINN.

Country Offices  
Devils Lake, N. D.; Sioux Falls, S. D.;  
Williston, N. D.; Fairmont, Minn.; Hastings, Neb.; Marshall, Minn.; Lincoln, Neb.

Terminal Offices  
Duluth, Milwaukee, Green Bay, New York,  
Omaha, Chicago, Toledo, Buffalo, Albany,  
Portland, Ore.; Cedar Rapids, Iowa; Boston,  
Winnipeg, Man.; Montreal, Que.

**HALLET & CAREY CO.****Grain Merchants**

Minneapolis Duluth Winnipeg

**RECEIVERS, SHIPPERS AND BROKERS****THE EARLY & DANIEL CO.****RECEIVERS & SHIPPERS**  
CINCINNATI, OHIO**STORAGE CAPACITY 2,500,000 BUSHELS****Crowell Elevator Co.**  
OMAHA, NEBR.**Federal Bonded Warehouse**  
**Capacity 1,200,000 Bushels***Over 60 Years' Continuous Service***Geo. E. Rogers & Co.**

WABASH BUILDING PITTSBURGH, PA.

**RECEIVERS—SHIPPERS****GRAIN—HAY—MILLFEED—FLOUR****E. H. BEER & CO., INC.**

Successors to

**Chas. England & Co., Inc.****GRAIN—HAY—SEEDS***Commission Merchants*

308-310 Chamber of Commerce, Baltimore

**LANGENBERG BROS. GRAIN  
COMPANY**

Established 1877

**ST. LOUIS NEW ORLEANS****Nanson Commission Co****Grain—Hay—Seeds**

202 Merchants Exchange Bldg.

**ST. LOUIS, MO.**

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

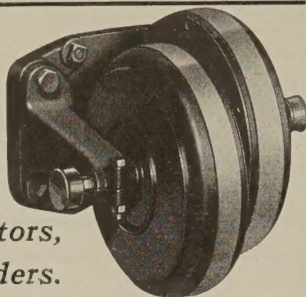
**Your Message**

Let the Grain & Feed Journals Consolidated your message bear, To progressive grain and feed dealers everywhere.



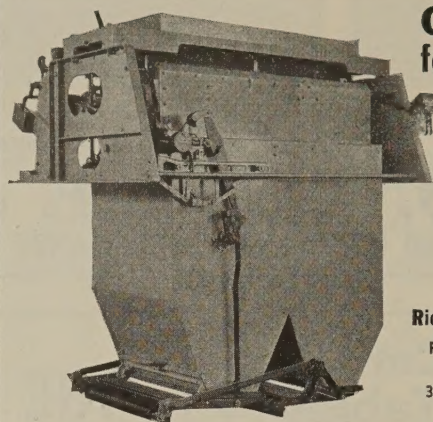
## EUREKA BUHLER DRIVE

*The eccentricless and vibrationless oscillating drive for the shoes of receiving separators, cleaners and graders.*



The Eureka patented Buhler Drive, which is fitted to new Eureka and In-vincible machines, imparts a smooth to-and-fro sifting movement entirely unlike the action of the eccentrics which it replaces, resulting in increased screening capacity and closer screen separations. Write today for catalog, giving full description of the Buhler Drive.

**S. HOWES CO., Inc.**  
Silver Creek, N. Y.



**GET PAID**  
for all the Grain  
You Ship!

• THE NEW  
**RICHARDSON**

Weights and records  
every pound.

Get the facts

Richardson Scale Company

Factory: Clifton, N. J.  
and  
37 W. Van Buren Street  
Chicago, Ill.



400 Rooms  
\$2.50 and UP

## HOTEL FONTENELLE

*Omaha's Welcome  
to the World!*

Every city has one outstanding hotel. In Omaha it's the Fontenelle, the center of the city's activities. Known throughout the nation for its comfort, courtesy and service and its genial air of old-fashioned hospitality. Excellent food, sensibly priced.

EPPLEY HOTELS CO.

## The Mill Mutuals

**Stronger Than Ever  
By Every Test**

Millers National Insurance Company  
Chicago  
Michigan Millers Mutual Fire Insurance Company  
Lansing  
Millers Mutual Fire Insurance Association  
Alton  
Mill Owners Mutual Fire Insurance Company  
Des Moines  
Grain Dealers National Mutual Fire Insurance Co.  
Indianapolis  
Pennsylvania Millers Mutual Fire Insurance Company  
Wilkes-Barre  
Millers Mutual Fire Insurance Company  
Harrisburg  
Millers Mutual Fire Insurance Company of Texas  
Fort Worth  
Western Millers Mutual Fire Insurance Company  
Kansas City  
National Retailers Mutual Insurance Company  
Chicago

**Mutual Fire Prevention Bureau**  
230 EAST OHIO STREET CHICAGO, ILLINOIS

## WHAT DO YOU NEED

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Hammer Mill
Attrition Mill	Head Drive
Bag Closing Machine	Leg Backstop
Bags and Burlap	Lightning Rods
Bearings { Roller	Loading Spout
{ Ball	Magnetic Separator
Beltting	Manlift
Bin Thermometer	Molature Tester
Bin Valves	Motor Control
Bleachers and Purifiers	Mustard Seed Separator
Boots	Oat Clipper
Buckets	Oat Huller
Car Liners	Plans of Grain Elevators
Car Loader	Portable Elevator
Car { Puller	Power { Oil Engine
{ Pusher	{ Motors
Car Seals	Power Shovel
Cipher Codes	Railroad Claim Books
Claim (R. R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Concrete Restoration	{ Truck
Corn Cracker	Scales { Hopper
Conveying Machinery	{ Automatic
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Dump	Screw Conveyor
Dust Collector	Seed Treating { Machine
Dust Protector	{ Chemicals
Elevator Leg	Separator
Elevator Paint	Sheller
Feed Formulas	Siding-Roofing { Asbestos
Feed Ingredients	{ Steel or Zinc
Feed Mixer { Dry	Silent Chain Drive
{ Molasses	Speed Reduction Units
Feed Mill	Spouting
Fire Barrels	Storage Tanks
Fire Extinguishers	Testing Apparatus
Foundation Restoration	Transmission Machinery
Grain Cleaner	Waterproofing (Cement)
Grain Drier	Weevil Exterminator
Grain Tables	Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BURO

Grain & Feed Journals, 332 So. La Salle St., Chicago



**ALL** TERMINAL ELEVATOR OPERATORS  
AND SUPERINTENDENTS

*Are Cordially Invited to*

**A T T E N D**

the Sixth Annual Meeting of the

**Society of  
Grain Elevator  
Superintendents  
of North America**

**March 30 to April 2 at Chicago—Sherman Hotel**

(Reduced Fare of One and One-Third for the Round Trip)

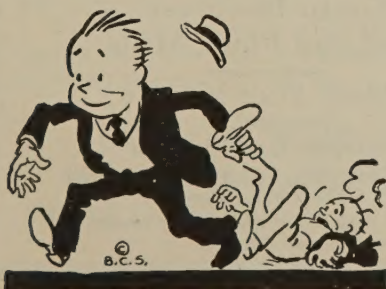
A Splendid Program is now in preparation by the Program Committee,—who invite your suggestions.

The Daily Problems involving the efficient maintenance and operation of Transfer, Cleaning and Storage Elevators will be thoughtfully discussed by men of long experience in their Special Lines.

---

***A Wealth of Ideas Awaits You***

---



Plan TODAY To Be There!

Send Your Reservations *NOW* to the  
Secretary at 332 S. La Salle St., Chicago

■  
it  
takes  
little  
more  
than  
train  
fare  
to  
get  
the  
Grain  
Elevator  
Knowledge  
of  
the  
Nation  
■



## GRAIN ELEVATOR BUILDERS

### HORNER & WYATT

*Engineers*

Designers of Grain Elevators  
and Feed Mills

Power Problems a Specialty

470 BOARD OF TRADE KANSAS CITY, MO.

### ZELENY

**Thermometer System**

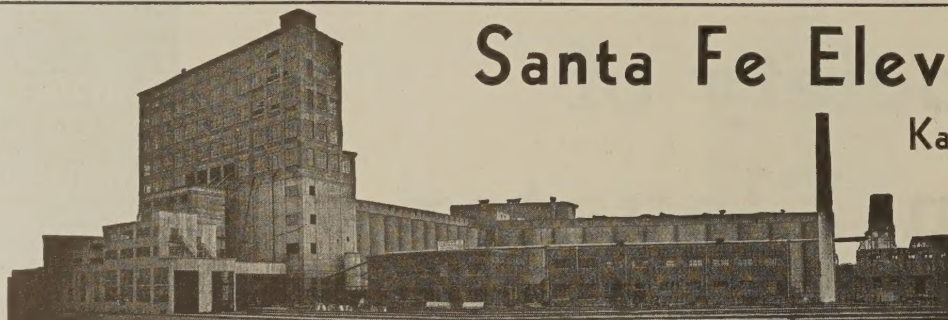
*Protects Your Grain*

Estimates cheerfully given.  
Write us for catalog No. 6.

**Zeleny Thermometer Co.**

542 S. DEARBORN ST.

CHICAGO, ILL.



## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
10,500,000 Bushels

**JOHN S. METCALF CO.**

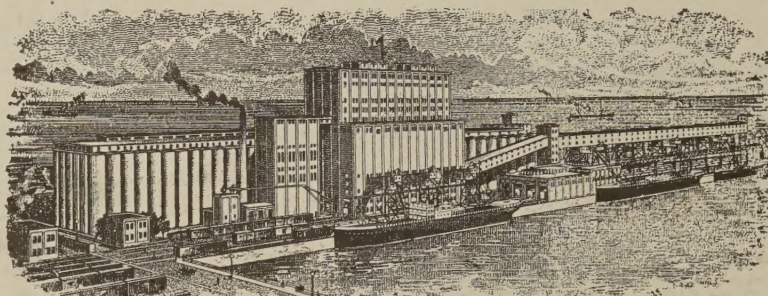
*Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

12-15 Dartmouth Street, London, England



Capacity  
5,000,000  
Bushels

*Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders*

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**

**ENGINEERS AND CONTRACTORS**

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

W. R. SINKS,  
PRESIDENT  
Phone Harrison 8884

H. G. ONSTAD  
VICE-PRES.-GEN'L MGR.

## Jones - Hettelsater Construction Co.

Mutual Building — — Kansas City, Mo.

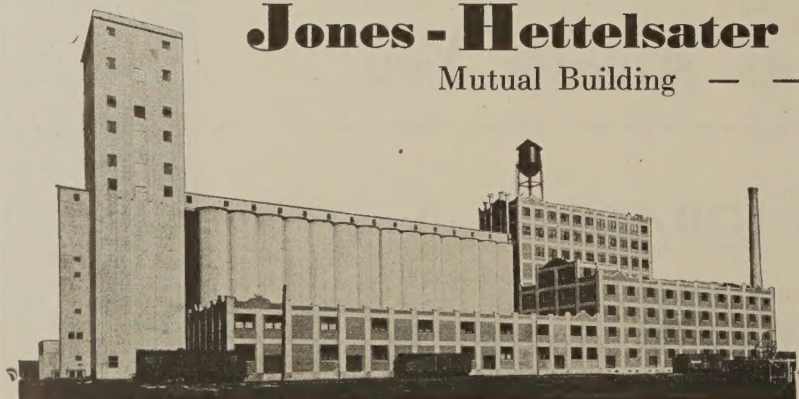
*Designers and Builders  
Grain Elevators  
Feed and Flour Mills*

Pillsbury Flour Mills Co.  
Springfield, Ill.

1,000,000 bus. Elevator

8 Story Flour Mill — 4 Story Cereal Mill  
2 Story Warehouse

*designed and constructed by us under a  
single contract.*





# GRAIN ELEVATOR BUILDERS

**The Barnett & Record Company**  
**DESIGNERS** — **MINNEAPOLIS, MINN.** — **BUILDERS**  
 Grain Elevators — Mill Buildings — Industrial Plants



**YOUR  
WORK**

**IS ONLY AS  
SAFE AS  
YOU MAKE IT**

NATIONAL SAFETY COUNCIL

## T.E. IBBERSON CO.

### GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants  
 Repairing and Remodeling

MINNEAPOLIS MINNESOTA

## YOUR NAME

where every progressive grain dealer will see it, will convince them you are equipped to serve them.

That is in the  
**Grain & Feed Journals**  
 OF CHICAGO

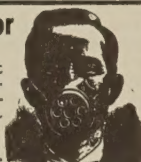
## WE SPECIALIZE

in Modernizing Country Elevators  
 Our recommendations will cost you nothing. When do you wish us to submit estimates on remodeling your grain-handling facilities?  
**THE VAN NESS CONSTRUCTION CO.**  
 Grain Exchange Omaha, Neb.

## Cover's Dust Protector

Rubber Protector, \$2.00  
 Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
 Box 404 South Bend, Ind.



There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

## GRAIN TREATMENT

with

**LARVACIDE**  
 CHLORPICRIN  
 REGISTERED

### Stops Insect Damage

For economy and ease of application use the DRIP Method as the Grain flows through the spout.  
 Costs less than 1/6th of a cent per bushel!  
 Fumigation Manual sent upon request.

**INNIS, SPEIDEN & CO.**  
 117 Liberty Street, New York, N. Y.

## Truck Loads to Bushels

Direct Reduction Grain Tables on cards reduce any weight from 600 to 12,090 lbs. to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10-pound breaks. Just the thing for truck loads.

Printed on both sides of six cards, size 10 3/4 x 12 3/4 inches with marginal index, weight 1 lb. Price at Chicago, \$1.25. Order 3275Ex.

### Grain & Feed Journals

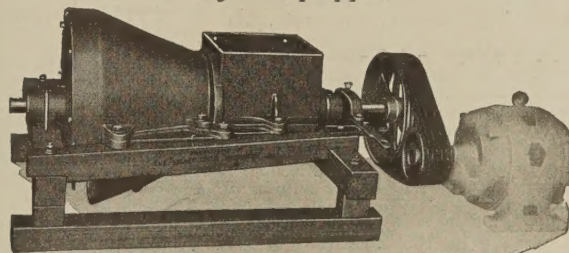
Consolidated

332 So. La Salle St.

Chicago, Ill.

## Sidney Corn Shellers

Hyatt Equipped



Can Now Be Furnished with Tex-Rope Drive.

All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

Send for descriptive literature.

## The Sidney Grain Machinery Co.

Sidney, Ohio

Complete Equipment for Grain Elevators  
 and Feed Mills



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**OKLAHOMA**—Elevator, flour, feed, coal, oil, gas and grease business for sale; money making business. C. C. Stephens, Walters, Okla.

**OHIO**—30,000 bus. elevator and coal business for sale; good location; doing good business. Write W. H. Hill, Oakwood, Ohio.

On the other end of the Journals "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

**OKLAHOMA**—12,000 bus. elevator and large warehouse for sale, located in eastern Oklahoma. For information write Mrs. A. J. Hargrave, Broken Arrow, Okla.

Whenever there is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

**INDIANA**—Grain elevator for sale; handles coal, grain, feed, salt, seed and fertilizer; one of the good points in N. W. Indiana. Owner wishes to retire from business. Write 74D9 Grain & Feed Journals, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**MISSOURI**—20,000 bu. cribbed elevator at concordia, 12,000 bu. cribbed elevator at Aullville for sale; both located on private ground and side tracks. Coal, feed, seed and flour business as sidelines, equipped with the best grinding, cleaning and mixing machinery, and a fleet of trucks. An old established business located in a German community in the county that grows more corn per acre than any county in the world; 32 building lots and 8-room strictly modern residence. Worth investigating. Write, George A. Klingenberg, Concordia, Mo.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## MILLS FOR SALE

**CENTRAL CALIF.**—Small grain and feed mill for sale; densely settled diversified farming country, principally grain, fruit, poultry and dairies.—K. Knutsen, Turlock, Calif.

**IOWA**—Good feed mill for sale; well equipped in good condition; also residence, modern, good location, good business, only mill in good county seat town of 3500. Write 74D3 Grain & Feed Journals, Chicago, Ill.

## ELEVATORS WANTED

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## FLOUR MILL WANTED

2,500 TO 3,000-BBL. FLOUR Mill wanted; must be modern. Send full details and price, with and without real estate. Address 74C2, Grain & Feed Journals, Chicago, Ill.

## BUSINESS OPPORTUNITIES

**INDIANA**—Good coal & feed business; very good location for elevator site for sale; elevator burned last fall, coal shed remains, this for sale too; located on C. & O. R. R.; C. I. & L.; C. & E. I.; Pere Marquette or Penn.; good rate to Mich. points; very good grain section; other interests reason for selling. 74D5 Grain & Feed Journals, Chicago. Bargain at price offered.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

## SITUATION WANTED

ALL AROUND MILLER wants position; mill wheat, rye, buckwheat, corn, poultry, feeds and cereals. Can install machinery; can start any time. 74D18 Grain & Feed Journals, Chicago.

**ELEVATOR SUPERINTENDENT** desires position; 30 years' experience in terminal elevators. Thoroughly familiar with their maintenance and operation. Exchange of correspondence appreciated. 74D19 Grain & Feed Journals, Chicago.

## GRAIN AND BEANS WANTED

**GRAIN DEALER WANTED** in Northern Illinois or Wisconsin, mail samples and quote soybeans in hundred bushel lots. B. P. St. John & Son, Worthington, Minn.

## SEEDS FOR SALE

NOW IS THE TIME to get your farmers started right by planting oats that make both dealer and farmer money. Samples and prices on request. Metamora Elvtr Co., Metamora, O.

## Bargain Sale in Soiled and Shelf Worn Books

**Memo of Agreement.**—Grain contracts for contracting grain and seed from farmers; is extensively used by grain dealers to avoid taking chances with verbal contracts. Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are also on bond paper. Check bound, 50 sets to a book with two pieces of carbon paper. Order by name, special price 75 cents to close out.

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special." All prices are f. o. b. Chicago.

GRAIN & FEED JOURNALS Consolidated  
332 South La Salle St. Chicago, Ill.

## What have you?

FOR SALE  
An Elevator  
Machinery  
Seeds

## Do you want?

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

## Grain & Feed Journals

CONSOLIDATED  
CHICAGO, ILL.

readers who would like to know. Tell them thru a "For Sale & Want" Ad. Costs 25 cents per type line.

## KEEP POSTED

**GRAIN & FEED JOURNALS**  
CONSOLIDATED  
332 So. La Salle St., Chicago

A consolidation of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

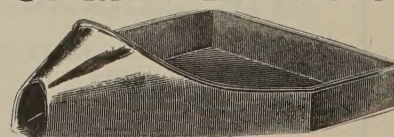
Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

## SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½ x 12 x 16½", \$2.00 at Chicago.  
Seed Size, 1½ x 9 x 11", \$1.65 at Chicago.

**GRAIN & FEED JOURNALS**  
CONSOLIDATED  
332 So. La Salle St., Chicago, Ill.



**MACHINES WANTED**

20 OR 30 CUSTOM Blue Streak Mill Wanted; fully equipped, including magnetic separator. Kawkawlin Bean & Gr.Co., Box 8, Bay City, Mich.

**ENGINES FOR SALE**

**BOLINDERS DIESEL** engines for sale; 20 sizes; from 6-h.p. to 400-h.p. Have a few used engines with factory guarantee. Bolinders Co., 33 Rector St., New York, N. Y.

**ANY KIND, ANY SIZE, Any Price engine**, which is not in use, and which you wish to sell, will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

**SAMPLE ENVELOPES**

**SAMPLE ENVELOPES—SPEAR SAFETY—** for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

**Duplicating Order Book**

Keeping a carbon copy of all orders given for merchandise or supplies facilitates the accurate checking of bills. Each blank has spaces provided for all the essential facts involved in each purchase e. g. No., Date, Seller, Ship to Whom, How Ship, Terms. When, Salesman, Buyer. This handy order book contains 75 originals printed on bond paper, perforated for easy removal; 75 duplicates printed on manila, 2 sheets of carbon paper and 3 pages for "Index to Contents," all check bound in a good quality of press board. Size 5¼x8½ ins. Order Form 328. Single copy 30 cents; four copies \$1.00, plus postage. Weight, one book, 10 ozs.

**Grain & Feed Journals**

Consolidated

332 S. La Salle St. Chicago, Ill.

**Railroad Claim Books**

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

- A is for Loss of Weight in Transit Claims.
- B—Loss in Market Value Due to Delay in Transit.
- C—Loss in Quality Due to Delay in Transit.
- D—Loss in Market Value Due to Delay in Furnishing Cars.
- E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00. Weight 3 lbs.

411-E contains 100 sets all Form E. Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

**Grain & Feed Journals**

CONSOLIDATED

332 South La Salle St. Chicago, Ill.

**MACHINES FOR SALE**

**FEED MIXER**—½-ton cap.; vertical; used little. 74D11 Grain & Feed Journals, Chicago.

**HAMMER MILL**—20 to 40-h.p.; A-1 mechanically. 74D10 Grain & Feed Journals, Chicago.

**HORIZONTAL FEED Mixer**; 1 ton size; sacrifice for cash. 74D12 Grain & Feed Jnl's., Chicago.

**CORN CRUSHER & Feeder**; good as new; used on hammer mill. 74D14 Grain & Feed Jnl's.

**ONE BAUER HAMMER** mill for sale, direct driven, 60-h.p., Fairbanks ball bearing motor, good as new. Write Bader & Co., Vermont, Ill.

**FEED MIXERS**—Hand or power, 100 to 2,000-lb. cap.; "Giant Whirlwind" famous for speed, economy and perfection of blend. Write for catalog. Brower Mfg. Co., Dept. X-15, Quincy, Ill.

**WANTED**—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of GRAIN & FEED JOURNALS in securing prices and estimate of machines for sale. We can save you money. More than value received.

**NEW AND REBUILT MACHINERY**

1-1000 lb. vertical feed mixer connected to geared in the head motor; 1-1500 lb. horizontal mixer, 1 Vita cereal mill; 1 Rosco oat huller; 1 cold molasses mixer; 1 corn cracker and polisher; 1 Eureka corn cutter and grader; 1 corn cutter, grader and sacker combined; 1-4 bu. Richardson receiving scale; Union Iron Works sheller; water wheels; No. 3 Monitor cleaner; 1-No. 6 Invincible tri-screen receiving separator; Clark power shovel; pulleys all sizes; No. 9 clipper cleaner; Jay Bee and Gruendler hammer mills; Monarch attrition mills; 50-h.p. full diesel engine; car loader; 2 pr. high feed rolls 9x18; 1 Carter disc No. 2527; 1-300-h.p. Westinghouse synchronous motor. Everything for the feed mill and elevator. Write your wants. A. D. Hughes Co., Wayland, Mich.

**MACHINES FOR SALE**

**CORN CRACKER & Grader**; cutter; grader; aspirator. 74D13 Grain & Feed Journals, Chicago.

**ONE NO. 1821 CARTER** Disc Separator for sale in good condition. Box 104, Kansas City, Mo.

**10-H. P. FAIRBANKS MORSE** Diesel engine for sale; one Barnard & Leas grain cleaner; one clipper; other equipment. Mrs. Isaac Reid, Argos, Ind.

**NO NEED FOR FORMALITIES**—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

**FOR QUICK SALE B&L** 3 pr. high 9x18 stand; 1 N&M 2 pr high 9x24 stand; 10 cast iron boots with pulleys; Draver feeders (used); 1 N&M meal drier. Puritan Mfg. Co., Omaha, Neb.

**BOSS AIR BLAST CAR LOADER**

Rebuilt at the factory and carrying the same guarantee as a new machine. BARGAIN.

Pneumatic Grain Machinery Corp., 322 S. Patterson Blvd., Dayton, Ohio.

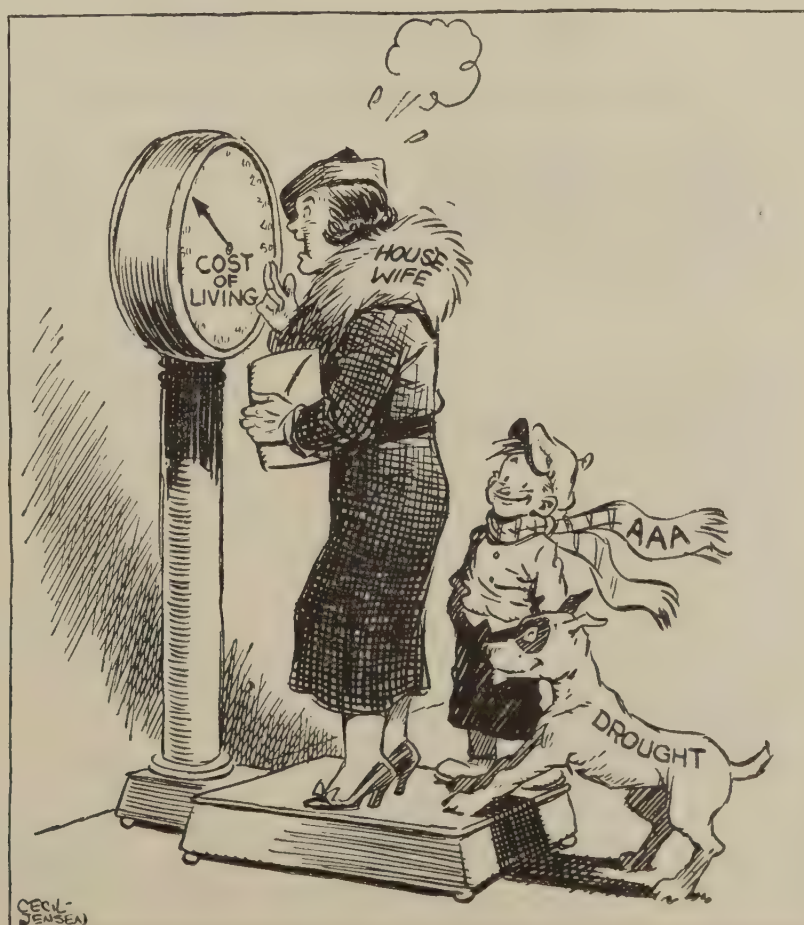
**REAL BARGAIN**—Jay Bee hammer mill equipped with 50-hp. electric motor for sale; Homer Automatic separator; Puritan dust collector. All in A-1 running condition; will accept part cash and terms or note for balance. Write 74C4, Grain & Feed Journals, Chicago, Ill.

**WANT ADS WORK WONDERS**

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

**MOTORS FOR SALE**

**WAUKESHA FOUR** Cylinder Motor for sale; in good condition; a bargain if taken at once. Wolfe Grain Co., Shipshewana, Indiana.

**The Mischief Maker at Work**

From the Chicago Daily News



# PROXATE . . . .

## *The Fumigant that Sweetens and Aerates Grains*

It might be considered too much to ask of an effective fumigant that it should even improve the grain. But Proxate not only kills insect life in all its stages, and is non-poisonous to human life, but it also forces its way through grain with a purifying effect. It is one of the properties of this gas that it will extinguish fire, and by its penetration make frequent turning unnecessary. This removes the hazard of dust explosions. Its safety is attested by the listings it has received with the National Safety Council and Underwriters' Laboratories. Write for full details.

### A Confidential Service

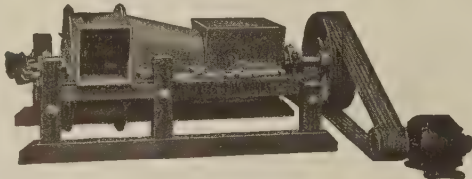
*Under some circumstances it is desirable that fumigation should be done without attracting attention. The Liquid Carbonic Corporation co-operates in keeping the use of Proxate confidential.*

**The LIQUID CARBONIC CORPORATION**  
3100 SOUTH KEDZIE AVE. CHICAGO, ILL.

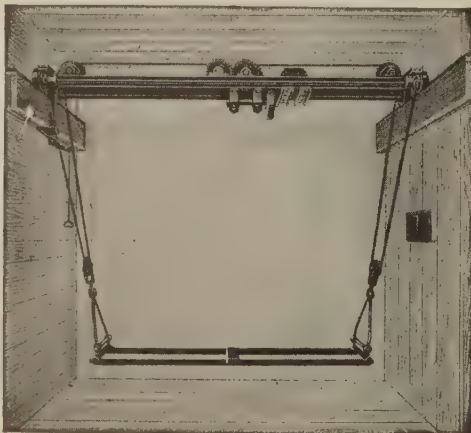


## WESTERN

— GRAIN ELEVATOR EQUIPMENT —



Western Pitless Sheller with Cog Belt Drive



Overhead Electric Truck Dump

**UNION IRON WORKS**

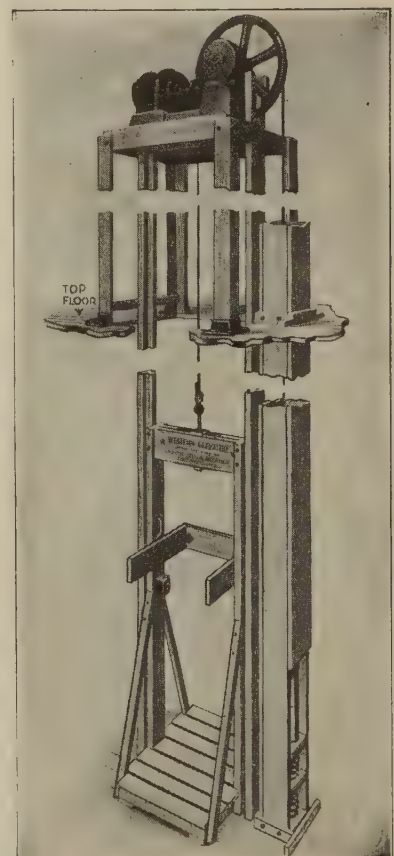
## NEW

The **ELECTRIC MANLIFT** takes its place alongside our Electric Truck Hoist and Motor Driven Corn Sheller.

*Write us for complete information and prices.*



DECATUR,  
ILLINOIS





# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

## CHICAGO, ILL., FEBRUARY 27, 1935

THE 30-HOUR week will give a world of encouragement to the loafers who never have worked and never will work if they can avoid it.

MARINE LEGS at Seaboard and Gulf elevators are seeing heavy service for the first time in years unloading full cargoes of grain from foreign countries.

WHEN the domestic price of any commodity rises from an export to an import level the processing tax automatically shifts from the consumer to the producer.

AS WE are importing many million bushels of all grains to supply our home needs there seems to be no excuse for continuing any restrictions on our production.

THE SMALL AMOUNT of grain now stored in country elevators makes the next four months a most opportune time for overhauling, repairing and modernizing elevators for expediting the handling of the new crop, which no doubt, will be marketed as soon as harvested. The old crop is disappearing so rapidly, farmers generally are preparing to plant an increased acreage as soon as they can get into the fields.

HOW LONG will the industrial population of Canada consent to be taxed over \$2,000,000 per month to pay the carrying charges on the 240,000,000 bus. of wheat held by their government in an endeavor to make bread dear?

CROWS, 17,000 of them, were killed by bombing an osage hedge near Decatur, Ill., one night recently, and the state executioner claims over 350,000 have been slaughtered in this manner. This should help to increase the crops of central Illinois.

IMPORTATIONS of grain and feedstuffs from abroad are contingent upon two conditions, domestic scarcity and a stable dollar. Should the dollar depreciate farther continued imports will be impossible, due to inability of the United States consumer to pay.

THE STATE of Washington is solving some of the perplexing problems connected with its toleration of itinerant truckers by requiring them to carry a full line of insurance against all accidents before issuing a license permitting them to travel the state's highways.

THE MANY changes in ownership of country elevators reported in each number of the Journals gives conclusive proof of the confidence of buyers in the future of the business. The optimist keeps his eyes on the success he expects to attain and generally realizes.

THE COUNTRY buyer who has the courage to tell his prospective patron that, "I can not afford to raise my bid in order to meet the price offered by my competitor for your grain," convinces the farmer that the competitor has a shipment to make and needs the grain to fill the car.

THE PAYMENT of processing taxes has irritated and annoyed so many processors in different lines, the wonder is some miller does not go into the courts and test the constitutionality of the tax. Constitutional lawyers generally seem to doubt that it would be upheld in any of the higher courts.

BURNING AN ELEVATOR to cover up a shortage has crowded so many elevator managers into dark dingy cells, the wonder is offenders along this line do not have the courage to confess and help their employers straighten out the tangle with a minimum loss and embarrassment to everyone concerned.

GRAIN MERCHANTS who believe in "promoting prosperity" by prolonging the regulation of business by the NRA will hasten to write, phone and telegraph their representatives in Congress to support the President's recent recommendation to extend this discouraging domination by bureaucrats who seem determined to wreck business rather than to help it.

NOTWITHSTANDING the destructive chinch bugs did their utmost to help the AAA reduce the producing acreage of corn and small grain last year, it has caused to be introduced in the lower houses, a bill appropriating millions to destroy these helpful insects. This seems like base ingratitude. It would be much cheaper and more effective to give all the bugs the freedom of the fields. They do not pay farmers for the privilege of reducing their crops and the more grain they destroy, the higher they boost the price of what remains.

ARGENTINA'S loss on operations of its government grain board is officially reported at \$2,211,500, thus adding another chapter to the Federal Farm Board's \$500,000,000 venture, with the Canadian and French governments still to be heard from.

THE OWNERS OF SMALL capacity wagon scales are sure to approach the movement of the new crop with fear and trepidation, and unless good fortune abides with them heavy laden trucks will wreck their scales just as they have done for many other owners of old scales which were installed long before the large capacity trucks traveled the new highways.

THE PURPOSE of the Agricultural Adjustment Act is generally supposed to have been "to establish parity prices," but now that prices of grain products are so high consumers are hoarse from complaining, the busy bureaucrats exhibit no intention of relieving grain growers from irritating regimentation. How they do love to tell the farmer how to run his business.

MORE operators of country grain elevators have suffered from thieves and burglars in recent years than any other trouble common to the business. Each winter month our news correspondents have reported 20 to 30 robberies, but seldom report the arrest of any of the culprits. If the sufferers are to obtain any relief they must take steps to protect all portable property from midnight marauders with stronger locks, bars, alarm gongs and watchmen.

BARGAIN SEEDS are now being peddled by truckers in many different sections and unsuspecting farmers are falling prey to these vultures. Dealers in quality field seeds owe it to themselves and their farmer patrons to warn them against planting seed which has not been carefully cleaned and tested. Some reports reaching us indicate that clover and alfalfa seed of southern origin are being offered to farmers of the north who would not knowingly plant the stuff if they knew of their small chance to obtain a crop. It is not difficult to remove obnoxious weed seeds and obtain germination tests, so it is up to the field seed dealers to help their farmer patrons to obtain desirable seed and encourage its planting, thereby insuring their patrons a better crop and their elevator more grain to handle next fall.

THE BUROCRACY'S victory over the leading bull wheat speculator charged with failure to report his transactions is not one that redounds to the credit of the government in the minds of the public. The accused trader's operations lack the element of criminality. His desires to keep his private affairs from rival traders will be sympathized with by those now objecting to the proposed income tax publicity. The defendant did not defraud the government. He did not kidnap a baby; and he is strong for law enforcement, having successfully pursued burglars years after the law enforcement officers had quit. His joust with the warehousemen who delivered him cracked corn on future contracts brought about the present guaranty by the elevator men protecting buyers on the Board of Trade against deterioration in store. It will be a sad day for the farmers if the bureaucracy ever succeeds in driving all honorable men out of the market for his products.



THE ATTEMPT of the 21 standard labor unions to put thru full crew laws and shorter hours seems suicidal, as the result will be rates so high as to discourage rail traffic, and cut down railway employment. If rates are too high on wheat from Dakota to Minneapolis and on the flour from the terminal mill to the country store the wheat will be ground and consumed where grown without shipment.

DENOUNCING harmful legislation in general terms may relieve the speaker of his ire, but is not so convincing to the man in the street, who has the vote, as a concrete example of what it is going to cost the man in the street if the inimical bills are enacted into law. Pointing out to Minnesota shippers that the one station of Hallock, Minn., would have to pay an increase of \$6,208 on grain that paid \$34,000 on grain in 1934 if the train length limitation and full crew laws were passed touches the grain grower where he is most sensitive.

OPPORTUNITY for adulteration of feed-stuffs is seized upon by some small concerns of no repute when selling thru some dealer of standing who happens to be enticed into buying by the low price that shows a profit on the face by resale. One reputable firm has been victimized twice in such attempted brokerage, where the Department of Agriculture happened to test the shipment. Besides the two fines there is the loss of reputation that should be a warning not to buy from irresponsibles without chemical analysis, before putting the feed out as one's own.

WITHOUT the McCarran amendment to the \$4,880,000,000 spending bill it would be possible for the bureaucrats to hire men at \$50 per month to build up government enterprises in competition with private individuals paying the prevailing wage of \$150 per month. It is possible that some government agency could engage in grain warehousing at the "security" wage of \$50 offered by the social reformers and drive the private elevator operators paying code wages out of business. At least the government paying no taxes could make a showing of operating at less cost than private concerns. If the government is set upon paying less so as not to entice men from private employers let the bureaucrats cut down the days worked per week to two or three per man instead of 5 or 6 in private industry, all to receive the same prevailing wage.

SANCTITY of contract is the foundation stone of the grain business. Witness the punctiliousness with which the arbitration committees of grain trade organizations enforce contracts to the letter. If a grain dealer agreed to pay gold on a contract the arbitration committee would expel him from the ass'n for failure to comply. The decision by the supreme court declares that the Congress can break private and public contracts in furtherance of its policy. Whether we indorse the opinion of the majority or the minority of the court it is certain that the decision puts the responsibility right where it belongs, upon the Congress, to repeal laws that smack of repudiation. The practical effect of the decision upon the grain business is that inflation and depreciation of the currency can proceed apace with corresponding kiting of grain prices.

## Destroying the Farmer's Market

Notwithstanding our supply of domestic grain is so small that we are importing all kinds of grain from the four corners of the earth despite our high import duties and still prices sag to the great cost of our producers who were so fortunate as to obtain a crop last year. Our busy bureaucrats with their rigid regulations and limitations have persisted in taxing grain dealers who are brave enough to buy grain notwithstanding the unnatural hazards hovering around the farmer's market. The open interest in wheat sold for future delivery on the Chicago market is the smallest in many months and trading is much lighter than for years, all because political autocrats have seen fit to bar speculators from the market.

If Congress had started out six years ago to do everything in its power to destroy the farmer's market, it is doubtful if it could have attained a greater degree of success. First the Federal Farm Board joined hands with the Canadian Wheat Pool to boost the price of bread upon European consumers, with the result the importing nations not only greatly increased their home acreage, but looked about for wheat producers who would supply them with wheat without pegging the price. The natural result was that Argentina, Australia and Canada not only greatly increased their acreage sown to wheat, but made greater efforts to increase their exports. The U. S. on the contrary kept its tariff walls so high as to greatly reduce the ability of wheat importing nations to buy the products of American farmers.

The regimentation of the business of grain merchants dealing in grain for future delivery has been such as to cripple our grain exporters to the great cost of our producers. It now is certain that the volume of wheat, corn, oats, barley, rye and flaxseed that will be carried over into the new crop year will be the smallest in a generation. All conditions seem to warrant greater trading activity than the grain markets have experienced this century, yet the traders fear to invest because of bureaucratic domination and the threat of further regulation.

Experience has proved to the conviction of every student of marketing that prices seldom advance when trading is unusually light or a minus quantity. As the volume of trading increases and buyers dare to assume ownership of greater and greater quantities of grain, the market invariably advances. Yet our meddlesome bureaucrats persist in driving the speculators out of the market and the farmer pays the bill. Our political regulators seem content to do nothing themselves regarding the extension of our export grain trade, but find complete satisfaction in discouraging any enterprising merchant from undertaking the hazardous task.

When the real friends of grain producers gain control of our merchandising activities, legislation will be enacted to encourage and foster trading in grain and exporting our surplus and the central markets will more accurately reflect the supply and demand of the world free from any artificial factors emanating from legislative halls.

Taxing the buyer of the farmer's grain

whether it be for immediate or future delivery is preposterous, especially at a time when all friends of the grain growers are anxious to do everything in their power to improve the market. The grain futures administration has succeeded in only one thing and that is in giving employment to an army of employees who produce nothing, nor help anyone who does produce. However, they do evolve a false excuse for employing more and more tax-eaters without promoting the cause of good government or the interest of any persons outside of their own organization.

## Avoiding Excessive Ground Rentals

Owners of elevators occupying railroad land generally produce enough freight to make the traffic manager very glad the business is on his road, but the greedy real estate agent is not credited with any gain in the freight business, so he must increase the receipts from land rentals or get fired. No elevator that was a freight producer has ever been ordered off railroad land for neglecting to pay the unreasonable rentals demanded by the real estate agent and never will be.

The rail carriers are in desperate need of more freight and can not afford to chase any patron away. Submission to the exactions attempted by the real estate agent always encourages extortion on a larger scale. Paying a little and protesting payment of the balance has helped many an elevator owner to escape the real estate vampire.

## Strait-Jacketing AAA Amendments

The secretly discussed amendments to the Agricultural Adjustment Act came into the open Feb. 12 with the introduction of H. R. 5585 or S. 1807 by Representative Jones.

Nearly every change in the law is in the direction of giving the bureaucracy greater discretion and power.

The sec'y of agriculture could employ the processing taxes to defray the cost of his pet ever normal granary scheme instead of paying benefits to growers.

Section 3 confers upon the sec'y the broadest power to license handlers and processors, even when 50 per cent of the handlers have refused to sign a marketing agreement, or when it appears to the sec'y that compulsory licensing is the only practical means of "advancing the interests of the producers." Of course, the sec'y is to be the judge of what constitutes advancing the interests of producers.

A new section added to section 8 of the present Act requires licenses or parties to marketing agreements to make reports to the sec'y and authorizes his agents to "examine any books, papers, records, accounts, correspondence, contracts, documents or memoranda within the control of any such licensee or party."

The licensing power reaches beyond the basic commodities specified in the law to "any agricultural commodity or product thereof or any competing commodity or product thereof in the current of, or in competition with, or so as to in any way affect interstate or foreign commerce." Thus no one would be exempt from the paralyzing rule of the bureaucracy. Sec. 6 makes the licensee pay his pro rata share of the expense of the agency that is keeping him enchained.



## Milling in Transit Imperiled

Doing away with milling in transit is fraught with so much hazard to vested interests of long standing that processors and handlers of cash grain are up in arms against the implications deducible from the recent decision by the Interstate Commerce Commission in what appeared to be a harmless reparation claim by the Rudy-Patrick Seed Co.

In the Rudy-Patrick case the Interstate Commerce Commission held in effect that transit privileges on grain are not proper unless the billing applied to the outbound movement is from a single point of origin, whereas the practice of the carriers now in effect is to permit transit on the thru rate regardless of the number of freight bills surrendered and the number of origin points shown thereon.

Compliance with the ruling would make it impossible to conduct the grain and milling business upon the present basis. A portion of the ruling is quoted:

"While no reference was made to transit in the report of division 2, and it is well settled that transit rests upon the fiction of thru shipment, a necessary corollary is that transit on a carload shipment can logically be granted only upon the surrender of a carload quantity of billing from the one origin from which the thru rate applies.

"With the surrender of inbound billing for transit purposes the inbound carload shipment is represented as a part of a thru carload shipment from that origin to final destination, and a justifiable recognition of this fiction of thru movement demands surrender of a carload quantity of billing from that one origin."

Fortunately for shippers generally the railroad companies have not yet taken any steps to restrict transit in the manner indicated by the Commission. If they are wise they will wait for the Commission to make more than a suggestion. Transit is the best lever the rails have against the highway carriers to hold traffic to the rails. Without milling in transit rates a truck could haul grain to a terminal and the grain shipped out would receive the same rate outbound as grain arriving at the terminal by rail. It goes without saying that the rail carriers do not grant transit on grain arriving by truck, and the highway carriers are now at that disadvantage.

Traffic departments of the grain exchanges have not agreed on how to meet the situation, whether to file a petition of intervention or to wait until the carriers attempt to incorporate the ideas of the Commission in their tariffs.

Well grounded suspicion has arisen that the Commission has adopted as its own the opinion of some underling employee without reading it or grasping its menace to established interests.

Transit rates have a substantial reason for their existence, for they contribute to the stability of traffic; reduce empty car mileage and concentrate traffic into points where the in-

creased volume makes for economy. With transit the processors and warehousemen have a choice of locating their plants at one or the other end of the route or in between, where manufacture, cleaning, clipping, drying or mixing can be conducted most cheaply. Without transit the tendency would be to conduct operations at one or the other end and at greater expense.

## Sideline Code Assessments

Country elevator operators who handle many sidelines in order to occupy their spare time between movement of crops, have been much perplexed by the frequent changes in the rules governing the code assessments on sidelines, and although another ruling was issued by the NRA Board last week granting partial exemption from sideline assessments for country elevator operators, a dispatch from Washington this week suspends this latest ruling for fifteen days so elevator operators will be in doubt regarding their liability for code assessments on their sidelines for a couple of weeks more, and by that time we may know whether or not the NRA is to be extended after June 16, 1935, or not.

While this law was enacted as a so-called emergency enactment, everyone employed on the recovery program by the Government has favored the extension of the NRA for another two years. They really want it extended for a century but modesty prevented their asking it.

Merchants generally have experienced so much difficulty in complying with the many petty regulations of the Recovery Board, the program would not be continued another minute if its extension were left to the merchants of the land. Yet as they have not protested against the extension of the act, members of Congress will no doubt re-enact the law for another emergency period.

## Contract Not Enforceable

After an exchange of several letters and telegrams S. T. Edwards & Co. assumed that a contract had been made with the Shawano Milk Products Co., Shawano, Wis., for the sale of 1,000 100-pound bags of dried skimmed milk.

On failure to ship S. T. Edwards & Co. brought suit for breach of contract. The defense was that there was no contract. The lower court gave judgment for \$436.68 in favor of plaintiff, Edwards & Co., but the Supreme Court of Wisconsin reversed the decision, holding there was no valid contract.

The negotiations began July 11, and after price and necessary details had been agreed upon to complete the contract defendant wired plaintiff July 16: "Can ship thousand bags powder; send shipping directions." Instead of leaving the completed contract as it was, plaintiff, in its acceptance by wire on July 17 and later, introduced new conditions specifying "first quality," "free from lumps," and that drafts be made for one-half the amount due. These con-

ditions never were agreed to by defendant, who on July 24 wrote:

We note from the fourth paragraph of your letter of July 18th, which reads in part: "We would rather you would not try to ship it if it is not the first quality and free from lumps." In storing this powder in the warehouse, we had some powder which was lumpy, and upon close examination we found that the powder which was free from lumps and powder which was lumpy was piled together so that it was almost impossible to separate it. Therefore, we thought it best not to ship this powder to you, thinking it might bring you some difficulty. This accounts for our not making the shipments at this time.

The court held that defendant not having accepted the additional conditions there was no contract.—247 N. W. Rep. 465.

## Partial Exemption from Side Line Assessments

The National Code Authority for the Country Grain Elevator Industry on Feb. 23 received notification from the NRA of an order in response to very active negotiations carried on by this Code Authority for some time, seeking freedom for elevators from side-line assessments. The order does not allow as complete exemption from such side-line assessments as the Code Authority had asked, but is an important concession.

### The new order reads:

Pursuant to authority vested in said National Industrial Recovery Board it is hereby ordered that members of the Country Grain Elevator Industry be and they are hereby exempted from the payment of any assessment levied on the retail sales of such members of the Code Authority for any other trade or industry (1) to the extent that the volume of retail sales of any member of the Country Grain Elevator Industry does not exceed ten per cent (10%) of the total volume of business done by such member during the preceding calendar year and (2) provided that the amount of the retail sales of such member during said preceding calendar year does not exceed the sum of \$10,000.00.

IT IS FURTHER ORDERED that the granting of this exemption shall not prejudice the right of members of the Country Grain Elevator Industry whose retail sales during the preceding calendar year slightly exceed \$10,000.00 or are distributed over divers retail operations to petition the Budget Control Officer of the NRA for relief if any such member shall find that by the operation of this exemption he is placed at a competitive disadvantage as against a member whose retail sales during the preceding calendar year are slightly less than \$10,000.00.

Feb. 26. The new order has been suspended for fifteen days.

## The Country Elevator Code

By A. F. NELSON, Minneapolis, Treas. Code Authority Country Grain Elevators

The assessment of \$3 per unit provides ample funds for the carrying out satisfactorily of the administration of the present code.

There are no high salaried officers; only one man, the executive secretary receives a part time salary in the modest sum of \$150 per month.

No member of the Code Authority draws a per diem remuneration when attending code meetings. Their time is all donated with the trade ass'ns with whom they are affiliated, or if not directly affiliated with a trade ass'n, it is donated personally for the good of the cause. No spacious offices are provided and no high pressure men are employed to scour the country harassing our members in an attempt to unearth unfair code practices. The executive sec'y has one assistant and two stenographers, one part time. The treasurer's office, located in the same office as that of the sec'y, has one assistant and two stenographers.

The Code Authority has worked on the principle that if there is a violation of various trade practices, the party who has knowledge of this violation should sign a complaint. Blanks for this purpose are provided by the national or regional code office. On the receipt of such complaint, the Code Authority will move rapidly to follow up the violation cited in the complaint for the purpose of bringing same to a speedy conclusion.

Experience keeps a dear school;  
But fools will learn in no other.

—B. FRANKLIN.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Sales Tax?

*Grain & Feed Journals:* Missouri is legislating for an increase in the sales tax; and I would like to know what is the sales tax in Illinois. Does the elevator have to charge the farmer or stock feeder a sales tax on corn and how much?—A. H. Meinershagen, Higginsville, Mo.

**Ans.:** In Illinois this tax is known as the retailers' occupational tax. A retailer is taxed on his volume of business as shown by his sales. Whether or not the tax is payable depends in each case upon the character of the transaction. Farmers or feeders are not exempt from tax by reason of being in those occupations; but when they make a purchase in a wholesale way for feeding to stock for sale it would seem to be not a retail sale, and not taxable. When a farmer or feeder buys for his own consumption it is a retail sale and is taxable. The Illinois director of finance states that "Sales of goods which, as ingredients or constituents, go into and form part of tangible personal property for resale by the buyers are not within the Act."

In Illinois the tax is 2 per cent.

### Ration in Poultry Contest

*Grain & Feed Journals:* In the issue of Dec. 26, on page 517, is an account of an egg laying contest.

We would like to know what the ration consisted of and amount of each ingredient used to make it.—St. Anthony Flour Mills, St. Anthony, Idaho.

**Ans.:** In the first three contests one ration was used and the last three another ration, as reported in Bulletin 359 of the Maryland station.

The birds were fed by the dry mash and grain system thruout all six contests. The same formula for grain was used in all the contests, i. e., equal parts (by weight) of whole corn and whole wheat. The mash formula was changed once—at the beginning of the fourth contest. In the first three contests the mash was as follows:

#### Ration No. 1

Wheat bran .....	100 lbs.
Wheat flour middlings.....	100 lbs.
Ground No. 2 white oats.....	100 lbs.
Ground No. 2 yellow corn.....	100 lbs.
Meat and bone scrap (50-55% protein)...	100 lbs.
Salt .....	2 1/2 lbs.

In the last three contests a change was made in the animal products portion of the mash, milk and cod liver meal being substituted for part of the meat scrap. The changed mash formula was as follows:

#### Ration No. 2

Wheat bran .....	100 lbs.
Wheat flour middlings.....	100 lbs.
Ground No. 2 white oats.....	100 lbs.
Ground No. 2 yellow corn.....	100 lbs.
Meat and bone scrap (50-55% protein)...	65 lbs.
Dried skimmed milk.....	25 lbs.
Cod liver meal (vacuum dried).....	10 lbs.
Salt .....	2 1/2 lbs.

In all the contests, commercial crushed oyster shell, limestone grit, and medium sized granulated bone were kept before the birds in open hoppers.

For the most part, fresh greens were used thruout the whole year. Grass (lawn clippings), fresh cut clover or alfalfa, chick weed, and other weeds were used as available. Chick weed was obtained thruout the winter, except when covered by heavy snow or killed by severe freezing. Leafy alfalfa hay was used when fresh greens were not available.

Drinking water was kept in an open pan at one end of the dry mash hopper. The mash feeder was an open trough provided with a "flopping board" to keep the hens from getting in with their feet. It was placed in a well lighted part of the house.

The attempt was made to feed equal parts of mash and grain. A little more grain was fed in cold weather and during peaks in production. In the first two contests the grain was fed twice daily. In the balance of the contests but one feeding of grain was given, in late afternoon, varying from 4:30 P. M. on the shortest days to as late as 7:00 P. M. on the long days of summer. No artificial lighting was practiced in any of the contests.

### Truck Regulation in Washington?

*Grain & Feed Journals:* Do the laws regulating trucks in the state of Washington prevent for hire truckers from buying and selling farm crops in competition with the regular dealer?—C. L. Webster.

**Ans.:** The Washington law classifies high-way carriers into three classes: "Certified," "Contract," "For Hire" and "Private." One who buys farm crops for hauling and resale comes under the private carrier classification and is licensed as such. Having been granted a license as private carrier he can not haul the property of others for compensation. The purchase and sale of commodities by "for hire" haulers is not covered in the summary of the law issued by the state department of public works.

W. D. Lane, supervisor of transportation, Olympia, writes: "We require all trucks operating for compensation on highways outside of cities and towns to carry property damage and public liability insurance, but not cargo insurance. Many do in fact carry cargo insurance. We require policies to carry a certain form of indorsement.

"Our state legislature is now in session and there may be substantial changes made in the statutes governing transportation by trucks."

### Protein Fat and Fiber in Feeds?

*Grain & Feed Journals:* I am desirous of knowing where I can procure a list showing the protein contents of field corn, alfalfa, and of all other grains, also the fat and fiber in grain. I need this information to mix my own feeds.—Wm. H. Burke, Pitcairn, Pa.

**Ans.:** Analysis of the protein, fat and fiber content of ingredients is of value in complying with the state feed inspection laws as to labeling; but for the purposes of the feed mixer it is important to know the digestible nutrients as well.

A table giving the percentages of protein, fat and fiber in 27 of the leading feed ingredients was published in the Grain & Feed Journals Mar. 14, 1934, page 215.

It is the digestible nutrients rather than the chemical analysis that determines the value of the feed mix; and for this purpose there was published on page 506 of the Journals for Dec. 27, 1933, a table of the values of the various ingredients; and on page 286 of Oct. 10, 1934, number a very complete table of co-efficients of digestible nutrients.

The 240-page book, recently published as the "Feed Trade Manual," contains a table of the protein, fat and fiber content of the leading ingredients, and no less than 418 different formulas for complete feeds, stating for each formula what is the protein, fat and fiber content of a feed so mixed.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same industry. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Mar. 30, 31, Apr. 1, 2. Society of Grain Elevator Superintendents, Hotel Sherman, Chicago, Ill.

Apr. 17, 18. Western Grain & Feed Dealers' Ass'n, Des Moines, Ia.

May 14, 15. Illinois Grain Dealers' Ass'n, Hotel Jefferson, Peoria, Ill.

May 31, June 1. Pacific States Seedsmen's Ass'n, Seattle, Wash.

May 31, June 1. American Feed Manufacturers' Ass'n at French Lick Springs Hotel, French Lick, Ind.

June 20, 21, 22. Southern Seedsmen's Ass'n, Louisville, Ky.

June 24. Farm Seed Group of Seed Trade Ass'n at Deshler-Wallick Hotel, Columbus, O.

June 24, 27. American Seed Trade Ass'n, Deshler-Wallick Hotel, Columbus, O.

Sept. 19, 20, 21. Grain & Feed Dealers National Ass'n, Jefferson Hotel, St. Louis, Mo.

### Legislation at Washington

The bill appropriating \$60,000,000 for seed loans to farmers was signed Feb. 20 by the president.

A resolution for the investigation of the NRA is being pushed by Senators Nye and McCarran.

The senate has voted a reduction in the rate of interest on land bank loans from 4 1/2 to 3 1/2 per cent.

An appropriation of \$2,500,000 to fight chinch bugs is urged by C. J. Drake, Iowa state entomologist, who is in Washington.

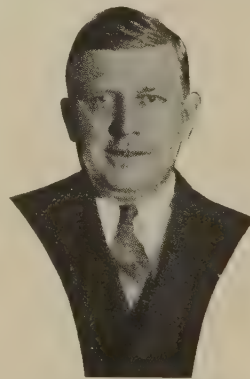
S. 1928, by Moore, amends the AAA to permit restriction of crops other than those basic commodities in a marketing agreement signed by the producer.

Spent one day in Washington last week, saw Chester Davis for a few minutes. . . . That was just after he had fired the hot dog boys (protoges of Felix Frankfurter). . . . He looked like the cat that had just eaten the canary. Fact is, I'm sure I saw feathers on his whiskers.—Herman Steen of Millers National Federation.

### Harry S. Klein in Business on Own Account

Harry S. Klein, long connected with Barlett Frazier Co. as a director and manager of its cash grain department at Chicago, has entered the grain business for his own account under the name of Harry S. Klein. He is a member of the Board of Trade and will have offices in the Board of Trade Building.

At present Mr. Klein is a Director of the Chicago Board of Trade, President of the Kankakee (Ill.) Grain Exchange, Chairman of the Chicago Board of Trade's Warehouse Com'te, Vice Chairman of the Transportation Com'te, and a Com'iteman of the "To Arrive" Grain



Harry S. Klein, Chicago

Com'te. He has just concluded serving on the arbitration and appeals com'tes of the Chicago exchange.

Since 1921 this popular personality has been with the well-known firm of Bartlett Frazier Co., prior to which time he was Chicago manager for the firm of Taylor & Bournique. From 1911 until 1917 Mr. Klein was active in the grain business in Milwaukee with this latter firm and its predecessor, Fagg & Taylor.

A regular attendant at sectional and national association conventions, Mr. Klein hopes for successful connections among his many friends in doing a receiving and shipping business. He will also buy for outside accounts.

Harry takes much pride in relating that he started his career as an employee in a grain elevator in Milwaukee, realizing that the best way to learn the grain business was to start at the bottom and familiarize himself with every phase of the industry. He had a natural enthusiasm for the business from the start and was confident that close application to duties and determination to make his services of greatest value to his employers at all times would ultimately bring him to the top.



# From a Grain Exporter to a Grain Importer

A NBC Radio Address by RICHARD F. UHLMANN

From the time of the revolutionary war, each year but two, the United States produced large surpluses of grains, and disposed of them. Until recently this was always considered as one of our great assets, although lately there has been a change of thought on this subject, and surpluses have been regarded as a curse, with the result that ways and means were devised of destroying crops and cutting down our production.

This country, like every new nation, depended upon foreign capital. It would have been impossible in the early pioneer days to have built our railroads or to have developed our industries without large loans from abroad. The interest on these loans was paid through our excess of exports over imports. In later years we also had to provide money for tourist travel in Europe; besides there were charitable contributions and remittances which were paid out by alien residents in this country to folks in their home lands. All this necessitated large exports, and we succeeded in doing this to such an extent that gradually it enabled us to pay off some of our indebtedness.

The maximum dollar exports occurred during the War, and were so sizable that we were not only able to pay off the largest share of our obligations, but we even had funds left over with which to make investments abroad. Gradually tables were turned, and from a debtor nation we became a creditor nation. This in turn helped us during the present crisis to accumulate more gold than any other country. We are now collecting large amounts from abroad instead of paying out these monies.

The growth of our export business has made it possible for us to import large quantities of articles that we ourselves did not produce; and both of these exports and imports furnished a great deal of employment. We kept our railroads and our steamship companies busy. Without this, it probably would have taken fifty years more to develop our country to its point of prominence.

The United States is preeminent among the nations of the world as a producer of corn, as sixty per cent of all the corn grown springs from our soil, whereas we raise only about one-fifth of the total world's supply of wheat.

Eighty-five per cent of the corn raised is fed to livestock and remains in the county in which it is grown, but in spite of its large domestic use, our exports at times have been very important. At the close of the Nineteenth Century exports ran as high as 200 million bushels per year. This was pared down, however, and just after the War our foreign business declined to 50 million bushels per year; and since 1930 exports have amounted to less than 5 million bushels annually; therefore, we have ceased to be an important export factor in this cereal.

In discussing wheat, it is recognized that it is more important to the world than corn, as it is raised in every country and virtually every climate. Even Siberia, which one pictures as a region of constant and unremitting cold and freezing temperatures, is now a large producer of wheat. Canada, in spite of her short summers exports more wheat than any other country and is a great influence in shaping values. Between 1898 and 1902, the United States was shipping abroad on an average of over 200 million bushels of wheat a year, which constituted 50 per cent of the total world's shipments. In the six years prior to the war, Russia and this country were the largest exporters, each competing with the other for predominance. When war was declared, and France

was invaded, wheat production abroad decreased. This made it possible for us to regain our former supremacy; and we again were furnishing 45 per cent of the world's import requirements, which ratio was maintained until the end of 1922, when annual shipments had reached an average of nearly 300 million bushels.

The high prices reached during the war, together with legislation directed towards helping our farmers, had its secondary consequences. Foreigners reasoned that if the United States wished to lift wheat prices, she undoubtedly had the power to do so. The result was heavier production everywhere in the world, and larger accumulations.

During the boom period of 1925 to 1929, the United States was shipping abroad on an average 150 million bushels of wheat and flour per year. This was about 19 per cent of the total world's exports. However, Argentina had doubled her pre-war surpluses and was now running slightly ahead of us, while Canada had gone into first place and was clearing from her ports more than twice as much as we were.

The problem of the farmer since our agriculture first started has not been to produce less, but rather to sell more, and in doing this, he has needed not only markets but unrestricted markets in which the whole world could participate.

Prior to the Farm Board legislation, our exports were sufficiently large so that the carryover at the end of the season was about normal. On June 30th, 1928, this amounted to 123 million bushels. From that time on, accumulations became greater each year, due to the fact that price stabilization precluded the possibility of our wheat remaining on an export basis, so that by 1931 we had piled up a carryover of 401 million bushels of wheat.

The possibility that surpluses might increase still further caused the present Administration to reply upon acreage reduction. This was secured by means of contracts with individual farmers, and to reward the grower for cutting down acreage, a processing tax had to be levied. This in practice proved to be virtually a sales

tax, which ranged from 10 to 35 per cent, and was passed on to the consumer, in order to finance acreage curtailment. As it turned out the AAA was able and did control acreage, but weather controlled the yield. As a result, we have had two wheat crops, each of which was below our domestic requirements, and the combination of acreage control and drought has put us in a position where at the present time we are importing millions of bushels of wheat and corn to feed our hogs and cattle.

During the crop years 1932-1934, our wheat and flour exports have shrunk to 26 million bushels, or only 5 per cent of the total for all countries. Temporarily, at least, our export market had been given to our competitors; Canada's exports in these two years averaged 234 million bushels, or 41 per cent of the world's import requirements; this was about three times as much as she had shipped abroad in the six-year period prior to the War. Argentina likewise made great forward strides and during that period was doing 22 per cent of the business, while Australia was a close rival at 21 per cent.

Practically every European nation since the War has attempted to become self-sufficient, within its own borders. Their farmers wanted protection; they heard exporting nations in North and South America cry for farm relief; they witnessed the Canadian Pool giving encouragement to the farmers to stimulate acreage expansion; and they had seen the payment of bounties. Fearful of dumping, France, Italy and Germany resorted to very high import tariffs, and the use of quotas. They also compelled native grain to be largely admixed in flour. These restrictions had a two-fold effect. First it cut down the business from surplus nations, and second European planters became so well satisfied with high prices, that their production increased rapidly.

A report covering 27 European countries shows that the area sown to wheat in 1923 amounted to 65,560,000 acres, and since that time there has been practically an uninterrupted addition to land put under cultivation, with the result that in 1934 there were 77,425,000 acres of spring and winter wheat in Europe. On these additional 12 million acres, wheat production has increased upwards of 200 million bushels per year.

At present, there are several European countries, formerly importers, who now appear in the export column. France has found that its price fixing policy has failed, and after four years of artificiality, she has started to dump wheat on the world's markets. Poland for two years has been paying her farmers a bounty of 30 cents per bushel for exporting rye, in order to reduce surpluses. We have taken quite a bit of this rye without the imposition of the countervailing duty, as provided in our tariff act.

The drought of last summer gave us one of the shortest crops of wheat and feeds in a generation, and yet the price level is not particularly high, either because of importations, or the threat of same. Wheat, oats, barley and rye are entering this country from Canada, while Argentina is shipping corn and oats to our shores. Russia has also sent us some of her oats, and in addition, some rye. All these grains were imported in spite of what we formerly considered almost a prohibitive duty. Moreover, the volume of business has been large.

It is quite natural that we ask ourselves, "Shall we continue as an importer of grains?" The answer is quite obvious that we shall not. Experience has taught us that high prices and continued small production are a contradiction. Even though Governmental benevolence is extended to farmers who reduce acreage, there will always be newcomers into the field, and new lands will be cultivated. It is only a matter of time before we shall again have surpluses. This, however, should not be feared, but rather our problem should be directed toward recapturing the foreign markets, which we have lost.



Richard Uhlmann, Chicago



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

### Imports of Feeds Unsettling Trade

*Grain & Feed Journals:* We might tell some of the experiences we are having that do not reach those merchants in the interior and beyond trucking distance from seaboard. At this very moment we doubt whether there are any dealers or feed manufacturers within this Atlantic seaboard area who are not depending almost entirely on imported grains and feeds.

We doubt whether its effect on consumption and price of domestic products is fully realized.

We have offered us daily practically every kind of feeding stuffs and grain from as many different points thruout the world and besides the many depressing angles of this condition from our point of view is the matter of price. Today for instance we are offered cottonseed meal at \$6 a ton under the domestic price, fish meal at \$8 per ton less, copra meal at \$4 to \$5 less, beet pulp at \$3.50 less, gluten feed at \$3 less, bran at \$3.75 per ton less, standard and flour middlings at \$3.50 to \$5 less, oats at 10 cents per bushel less and soybean meal \$9 per ton below domestic prices, not to mention alfalfa meals and wheat which have been promised and imports pending.

There may be the question of quality as compared with domestic commodities. Our experience, however, has been, "to our great regret" that quality today means little to nothing and every class of trade from manufacturer to consumer are today buying solely on the basis of price.

Manufacturers in this Eastern territory whether they buy these imported commodities or not must take them into consideration in quoting if they expect to get business. Prices as determined from day to day by our domestic grain and feed exchanges (omitting the possible effect of broad swing) mean little to the seller or buyer. These imported commodities are available not only to the buyer of large quantities, but they can be had in ton lots or even less at the piers on arrival or from broker's stocks for practically the same price.

This condition unquestionably has demoralized the entire feed industry in the East and we are inclined to believe is responsible for the unsettled condition in the grain and feed markets and the lower prices prevailing.

We cannot now and never could see the wisdom of government interference in every line of the feed industry. All of the many schemes have undoubtedly done much harm, not only to those engaged in the business of buying and selling, but also to the grower who was supposed to benefit thereby. The policy of one department of our government making every effort to increase returns to agriculture even at the expense of other classes and another department doing everything possible to keep down the cost of commodities purchased by agriculture is certainly to be criticized. The very products which one department insists must yield a greater return are being brought into this country at prices which comparatively are ridiculous. Certainly such a scheme cannot work and until it has run its course, many will have fallen by the wayside, victims of the pet ideas of someone in position to put them into practice regardless of results.

From our point of view as feed manufacturers, there are many other angles to this question, answers to some of them had better remain unsaid, however, they are known by every manufacturer and dealer in feeds in the country.—F. S. Wertz & Son, Paul B. Wertz, Sec'y, Reading, Pa.

### Trying to Remain Patriotic

*Grain & Feed Journals:* When the bureaucrats and politicians finally hang themselves in the rope that the government has so kindly donated I have hopes of again locating in a larger city and being somebody in the grain business. If the Almighty will just stay with us another season and produce another drouth maybe the public will finally realize that the New Deal has a competitor that cannot be bulldozed or forced into liquidity. Let's not talk about it any more. I'm still trying to remain a patriotic American and when I get to thinking and talking about some of these new deals I lose my dignity and temper.

I don't know just what some of we little fellows would do if it were not for loyal, courageous people like your outfit that always fights for us.—Owen A. Dutchess, Walton, Ind.

### Another Traveler Borrowing Funds to Get Home

*Grain & Feed Journals:* About two months ago a nice-looking, well-dressed fellow walked into our office.

"Your name is Falknor?" he asked.

Upon admission he put out his hand and said: "Williams is my name. I've got a brother in the grain and feed business." From that point on he told a tale of being down on his luck because he had been robbed of \$80 that he carried in his breast pocket, and he wanted to get enough money to cover his traveling expenses, and buy gas and oil for his late model Ford V8 and get him back to his home in St. Louis. He gave as his address "B. F. Williams, 3316 Locust St., St. Louis, Mo.," and said he was traveling for The United Appraisal Corp., Chicago, Ill. His car carried Missouri license number 625-479.

"I don't expect you to just trust me," he explained. "I've got a good gold watch, and a fountain pen and a pencil here that I can leave as security."

The watch that he left as security for a \$10 loan quit running after two weeks. The local jeweler examined it and found it impossible to get the works out of the case. A letter addressed to the St. Louis address was returned marked "no such address."

We had thought we were the only ones to get stuck on that story. But a little investigation showed that other elevator managers in this section of the country had the same experience, and many had been fleeced out of "loans" for varying amounts.—Ed. S. Falknor, G. N. Falknor Sons. [The Secretary of State for Missouri informs us that Auto license No. 625-479 for 1934 was issued to Mrs. Frank Bonmann, Route 1, Elston, Mo., for a Pontiac Sedan. Missouri license this number for 1935 has not yet been issued.—Ed.]

Price-fixing under codes received another jolt Feb. 6 when Justice Chas. E. Woodward of the federal court at Chicago refused to enjoin Alwart Bros. Coal Co. from selling coal below prices fixed under the NRA.

### Make a Bonfire

Dead wood carried,—heavy rot became  
Dead wood burned,—a brilliant flame  
Misfortune carried,—the very heart grew lame  
Misfortune used,—a new horizon came  
—Myrtle Dean Clark

### Hold Fast to Present Marketing System

From address by HOMER B. GROMMON, Plainfield, before Illinois Farmers Grain Dealers Ass'n

What does the present grain marketing system in the United States mean to the individual farmer?

It means that while among other things our wheat crop is harvested in about three months' time the grain trade functions so that both buyers and sellers are in the market every business day of the year ready to supply every need and to absorb whatever wheat is offered regardless of quantity and at a cash price, always affording the farmer a cash market and the miller and processor an opportunity to supply or anticipate has present or future needs. The farmer, under the present grain marketing system, always has a cash market near at hand for any quantity of grain he may desire to sell.

Such is not the case with the dealers in coal, oil, gas, electricity, all manufactured goods, merchants' stocks, every kind of transportation, as well as all classes of labor. They all have to seek a market for their goods, often resorting to large expenditure of money in advertising and offering discounts for payment within so many days.

The American farmer should offer a fervent prayer that he may be saved from his friends before they cripple or destroy the best system of grain marketing known to man. The American grain marketing system is founded on the solid rock of competition. Competition spells progress and advancement. Lack of competition leads only to decay and destruction; some call it dry rot. Eliminate competition and a satisfactory market for the farmers' grain is gone, and it matters not whether the elimination of such competition is caused by private or public monopoly. Competition is more than rivalry. It is not unfair trade practice, but it is an honest vigorous intelligent effort to render superior service without waste.

Your local grain elevator companies compete for your business. Why? Because in common with all other business, including farming and transportation, we must have a reasonable volume of business in order to keep depreciation and overhead costs within the ability of the consumer to pay. In other words, as your volume increases without your having to increase either plant or labor costs, to that extent you are enabled to pass on to the customer the savings obtained by using your facilities to the full, thereby benefiting the company, the customer and the community and at the same time helping to inspire active, legitimate competition, ever seeking new and better markets, lower transportation costs, more good American dollars coming into the community to be spent locally by the community farmer. That's what adds to the value of farm property, enabling farmers to have good homes, good churches, good schools and wholesome surroundings. Please, Mr. and Mrs. Farmer, think twice before allowing control of your local marketing facilities to get away from you.

### Dust Explosion in Argentine Elevator

A dust explosion in the grain elevator of the La Plata Cereal Co. of Rosario, Argentina, on Feb. 20 killed 4 and injured 53 persons.

Fire followed the destructive blast. The property loss is placed at \$560,000.

Farmers Business Ass'ns handling grain in the United States numbered 1,637 in 1915, 3,338 in 1925, 3,448 in 1930, 3,500 in 1932, and 3,131 in 1933, as reported by the U. S. Dept. of Commerce.

Cornstalks have been made into lumber by Iowa State College. After cooking in steam under high pressure the pulpy fibers are hardened in molds. Yes, and paper has been made from stalks but not with profit.



# Important Changes Affecting Your Income Tax Returns

By J. S. SEIDMAN, C. P. A.

Income tax days (some would probably call it daze) are here again. Between now and March 15 our annual reckoning with Uncle Sam, our silent but formidable partner, is due. During the year, the partnership contract came in for a "New Deal." It has been considerably changed in many important respects, primarily to plug former holes. Let us here glance at some of the high spots of the new scene.

It may be a cheerful little earful to learn at the outset that the tax rates did not go up. The method of figuring the tax for individuals has been changed somewhat to simplify the process. But the tax bill if anything may be less this year than last because of a new credit allowed, called the earned income credit. Here is the way it works: The net income that would otherwise be subject to tax is decreased by 10% of the taxpayer's salary and wage earnings, the idea being to reduce the tax on income derived by the proverbial sweat of the brow. But, and there must always be "buts" in income taxes, the maximum amount that can be considered as earned income is \$14,000 regardless of what the actual amount is. That means the maximum credit is \$1,400. On the other hand, every individual is deemed to have an earned income of at least \$3,000, making the minimum credit \$300, except that if the net income from all sources is less than \$3,000, the credit is restricted to 10% of the net income. So much for individuals.

As regards corporations, the tax rate continues at 13¾%. However, there's this whale of a difference: In the past, where one corporation owned 95% or more of the stock of another, the two could file a consolidated return. If one had a profit and the other a loss, this meant taxing only the net amount. Now, consolidated returns are "out." Each corporation must file its own report. Losses of one cannot be applied against income of another.

**CAPITAL GAINS AND LOSSES:** Brand new is the way capital gains and losses are to be treated. Under the old law there was, for individuals, the 12½% provision on property held for more than two years, and a limitation on losses from securities held for less than two years. Now, instead of the length of time property is owned controlling the rate of tax, it governs the amount subject to tax. There is no more special 12½% classification. The regular normal tax and surtax apply in the same way to security profits as to salary, interest, rents, etc.

But in the case of securities, and for that matter all other property as well, it is only where the securities were held for not more than one year that the full profit is taxable. Only 80% of the profit is taxable if the securities were held for more than one year but not more than two years; 60% if more than two years but not more than five; 40% if more than five years but not more than ten, and 30% if more than ten years. Likewise with losses. Thus, if a \$10,000 profit is made on securities owned for three years, only \$6,000 (or 60%) is taxable. If in the same year a loss of \$15,000 was sustained on securities held for twelve years, only \$4,500 (or 30%) could be deducted. All this applies to individuals.

It is different with corporations. They figure the gain and loss at the full 100%, regardless of the time period involved.

Here's another "but" and a mighty important one: After figuring all the gains and losses from securities and other property in the manner just mentioned, if the net result is a loss, the loss is deductible only up to \$2,000. Any losses in excess of that amount pass out of the

picture, so to speak. And note that the \$2,000 loss restriction applies to corporations as well as to individuals.

**FAMILY TRANSACTIONS:** There is still another "stop" sign on losses. No more can a man sell property to his wife and take a tax loss. Nor is the wife the only one singled out. Any sales, directly or indirectly, to a member of the family precludes a loss deduction. By family is meant husband and wife, brothers and sisters, parents and children. Thus, if a man sold stock at a loss to his sister, or father, or child, etc., the loss could not be deducted regardless of its amount, and regardless of the period he held the stock.

The law goes even further. It imposes the same limitation on sales to a corporation, 50% of whose stock is owned by the taxpayer or the other members of his family, or both. Accordingly, if a father sold property at a loss to a corporation in which his daughter owned 25% of the stock and his brother 25%, the loss would not be deductible.

**"INCORPORATED POCKETBOOK":** In order to curb what was regarded as a favorite tax pastime of incorporating a company and saving up profits through it, free from tax to the individual, a new and stiff tax on personal holding corporations has been introduced. A personal holding company is one, 80% of whose gross income is derived from dividends, interest, royalties, annuities, and security profits. In addition, 50% of its stock must be owned by not more than five individuals. For this purpose, all members of a family are regarded as one individual representing one ownership.

Every corporation that answers this description is subject to a surtax of 30% on the first \$100,000 of its undistributed income, and 40% on the remainder. Because of the drastic tax, liberal provisions for special deductions are made in determining the amount of income subject to this tax, including, among other things, reasonable amounts needed or set aside to take care of indebtedness incurred prior to 1934. The tax is eliminated entirely by paying out the remaining income as dividends during the year, in which event, of course, the stockholders must report the dividends in their own returns.

Closely related to this tax is the surtax on all other corporations that improperly accumulate surplus instead of declaring dividends. In the old law, a 50% surtax was imposed on the income of such corporations. Now, the rates are reduced to 25% of the income up to \$100,000, and 35% on the remainder. Here again, dividends paid out during the year can be deducted in figuring the amount subject to the tax. This deduction was not provided under the previous law.

**PUBLICITY OF PAYMENTS:** The "Old Curiosity Shoppe" will probably have a picnic by reason of a new provision which throws open for the public gaze the amount of income reported, deductions taken, and tax paid. The machinery behind the Open Sesame is this: Every taxpayer must file with his return a pink slip showing these particular items. If he doesn't, a \$5 fine is imposed and the Collector of Internal Revenue fills out the slip instead. This applies not only to individuals, but also to partnerships, trusts, corporations, etc. These pink slips will then be available for public examination and inspection at the Collectors' Offices for three years. The underlying thought is to bring to the Government's attention, through the public, tax slackers.

Another type of publicity is likely to develop this year, but of far more private nature, being

confined purely to husband and wife. In the past, when they filed a joint return, only one need sign the return so that the husband was able to keep his wife in darkness about his income, or vice versa. Now, it is required that they both sign the return. As a result, some wives are going to learn things about their husband's affairs that the husband perhaps preferred be left unknown, or the other way around. The difficulty can be overcome by having the wife or husband execute a power of attorney on the form prescribed by the Government, in which event the one or the other can sign the return alone.

## Can Feed Wheat Be Used for Bread?

We were furnished with a sample of the so-called denatured wheat being imported from Canada for animal feed purposes. The sample was made up of sound, reasonably heavy and good looking dark hard wheat with a comparatively small percentage of kernels which had been colored a light red. Aside from the red grains that were in the sample the wheat would to all appearances be good milling wheat.

A number of red grains were taken out and left standing in water over the week-end. Monday morning the water was sharply colored; but the kernels of wheat were left without any artificial coloring at all.

We are unable to say what character of coloring matter was used; but it is very evident that it was entirely soluble in water and could be readily removed by a perfectly feasible washing process. This leaves a decidedly open question as to whether wheat admitted for feed purposes at a 10 per cent ad valorem duty could be washed and made available for milling.—Bartlett Frazier Co.

## Arthur Cutten Barred from Board

Arthur W. Cutten of Chicago was found guilty of concealing his operations in grain futures on the Chicago Board of Trade in 1930 and 1931, and the Grain Futures Commission, sitting as judge, jury and executioner, *a la* Gay-Pay-OO sentenced him to two years' suspension from trading privileges on the grain exchanges.

The Commission found that Mr. Cutten had operated in the grain market in Chicago through eight commission firms, splitting his transactions into 35 accounts. Some of these were carried in the name of relatives and business associates for the purpose of concealment, the Commission alleged.

Orville J. Taylor, Mr. Cutten's attorney, said: "With the sec'y of agriculture acting in the capacities of prosecutor and judge, it has always been manifest that, if the ends of justice are to be served, they will only be served at the hands of the courts."

"This case illustrates the degree in which constitutional rights and privileges are being jeopardized by the star chamber commission type of judicial procedure which the Department of Agriculture, seemingly with the approval of the present administration, is inflicting on the people."

Seven radicals holding high office in the AAA have been discharged by Chester C. Davis without any reasons being assigned other than "for the good of the service." They are Jerome Frank, general counsel; Lee Pressman, Alger Hiss, Frank Shea, Victor Rotnam, Fred C. Howe, consumers' counsel, and Gardner Jackson. Like R. G. Tugwell, undersec'y of agriculture, they seem to be more interested in social reform than in recovery. It is thought that this action was taken to persuade the Senate it would be safe to give the administration a free hand in spending and in control of industry. Saner men in Congress did not relish the thought of giving \$4,880,000,000 to crack-pots to squander on chimerical projects.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds.

LaGrande, Ore., Feb. 13.—Much-needed moisture in the form of an inch and a half of snow covered the fall sown wheat. It ended a dry period in the Grande Ronde Valley.—F. K. H.

Winnipeg, Man., Feb. 19.—Following is our estimate of the crop based on our net acreage figures issued Dec. 5, 1934, returns being received from 92% of country points in the three Prairie Provinces: Spring wheat 244,879,000 bus., durum wheat 11,518,900, oats 152,540,000, barley 48,928,400, rye 3,186,800, flax 643,900.—J. G. Fraser, mgr., Northwest Grain Dealers Ass'n.

Springfield, Ill., Feb. 20.—Winter grain and meadow condition is fair to good, though mostly brown; freezing and thawing has done further damage in areas of the central and southern divisions. Grass is greening in the south. Some field work, including plowing, was done in the extreme south; otherwise field work remains at a standstill. The feed supply is exhausted and buying of stock feed is necessary in places.—E. W. Holcomb, U. S. Dept. of Ag.

Minneapolis, Minn., Feb. 23.—In the Mississippi and Ohio Valley states, moisture conditions are fairly satisfactory. A light snow covering prevailed over most of the winter wheat belt during the severe cold weather; however, warmer weather caused the snow to melt and followed by cold weather formed an ice coating over some of the fields, which may cause some damage to the winter grain. Eastern Ohio Valley states are in need of more moisture. The New England states have received sufficient moisture for some time; heavy snowfall and rain caused some serious floods in this section. Winter wheat is in fair to good condition over most of the territory, except the hard winter wheat area around southwestern Kansas, which is still in very poor condition. Dry soil last fall hindered germination, so fields are bare and dust storms frequent. Eastern Kansas and most of the balance of the winter wheat territory, however, had sufficient growth to make good pasture during the winter months, and prospects are bright at present. Wheat and fall sown oats and barley in the Texas Pan-Handle were damaged considerably by the cold weather, but recent rains have improved the situation. It is too early to estimate the actual amount of winter killing to the wheat plants, or to estimate the condition of the grain until spring growth actually starts.—T. R. Shaw in Cargill Crop Bulletin.

Spokane, Wash., Feb. 13.—Heavy snows in the northern Middle West are providing favorable prospect for spring wheat crop. The snow blanket thinned out in western Montana.—F. K. H.

Bicknell, Ind., Feb. 21.—Wheat is looking very brown, the tops are all dead, and some pulling has taken place. We have had but one small snow all winter, and that was only an inch deep. Oats seeding will be restricted, due to the high cost of seed oats, but our corn acreage will be very large, and with prospects for an early spring should develop into a very large crop. Soy bean acreage will be increased, as will the acreage sown to lespedeza, but the red clover acreage will be restricted. We had a good corn crop and have an abundance of good corn that will do for seed.—O. L. Barr Grain Co.

## Argentina Has Record Corn Acreage

A record Argentine corn acreage and crop, with the harvest a little more than one month away, has been reported by cable to the Bureau of Agricultural Economics. The first official estimate of the area seeded to corn is 17,372,000 acres compared with the average seeding of 14,567,000 acres during the previous five years.

The Buenos Aires office of the Bureau estimates that the 1934-35 crop will amount to about 433,000,000 bus. The crop last year was small, amounting to only 246,049,000 bushels, but many cargoes were exported to the U. S. A.

## Wheat Ground by Mills

Flour mills of the United States, reporting to the Census, ground 447,323,255 bus. of wheat during 1934, against 444,783,290 in 1933.

Production in 1934 amounted to 97,753,934 barrels of flour and 7,912,962,360 lbs. of offal, 51.3 per cent of the total capacity being operated.

Wheat stocks held by mills Dec. 31 amounted to 134,935,199 bus., against 153,634,665 a year earlier. The mills held 87.5 per cent in private terminal elevators, in transit, and in mills and mill elevators attached to mills; 7.1 per cent in public terminal elevators; and 5.4 per cent in country elevators. These mills reported stocks of wheat-flour in all positions as 3,857,440 barrels.

In the AAA as reorganized the following are in charge: George A. Farrell, wheat, flax, barley, rye and other grains; J. B. Hutson, tobacco, sugar, peanuts and rice; Alfred D. Stedman, information; Jesse W. Tapp, dairy and other marketing agreements and licenses, general crops and field investigation; H. R. Tolley, planning.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for the May delivery and the high and low of the option to date at the following markets for the past two weeks have been as follows in cents per bushel:

		Wheat											
		Option	High	Low	Feb. 13	Feb. 14	Feb. 15	Feb. 16	Feb. 18	Feb. 19	Feb. 20	Feb. 21	Feb. 23
Chicago	.....	117	93½	97	96½	97½	97½	98½	98½	97	97½	96½	97
Winnipeg	.....	100½	79½	82½	82½	83½	83	83½	83½	82½	83½	83	83½
Liverpool*	.....			71½	71½	71½	71½	71½	72½	70½	70½	71	71½
Kansas City	.....	111½	90½	98½	98½	92½	94	93½	95½	94½	93½	94	93½
Minneapolis	.....	120½	98½	103½	103½	104½	104	106½	105½	104½	104½	104	103½
Duluth, durum	.....	129½	116	118	117½	118½	118½	119½	120½	120½	120½	120½	119½
Milwaukee	.....	116	93½	97	96½	97½	97½	98½	98½	97½	97½	96½	97
		Corn											
Chicago	.....	93½	75	85	85½	86½	86½	89	87½	86½	85½	84½	84½
Kansas City	.....	95½	75	86½	86½	87½	87½	89	88½	87½	87½	85½	85½
Milwaukee	.....	93½	75½	85½	85½	86½	86½	89	87½	86½	85½	84½	84½
		Oats											
Chicago	.....	59½	45½	51½	51	51½	51½	53½	52½	51½	51	50½	50½
Winnipeg	.....	49½	39½	41½	41	41½	40½	41½	41½	41	40½	40½	41½
Minneapolis	.....	55½	46	51½	51½	52	52	53½	52½	51½	51	50½	51
Milwaukee	.....	116	93½	97	96½	97½	97½	53	52½	51½	51½	50½	50½
		Rye											
Chicago	.....	95½	62½	65½	65½	66	66	67½	66½	65½	64½	64	64
Minneapolis	.....	84½	62½	64½	64½	65½	65½	67½	65½	65	65	64	64½
Winnipeg	.....	80½	51	53½	53½	54½	54½	55½	55½	54½	54½	54	54½
Duluth	.....	79½	62	64½	64½	65½	65½	67½	65½	65	65	64	64½
		Barley											
Minneapolis	.....	82	65½	71½	70½	71½	71½	73½	71½	70½	70½	70	70½
Winnipeg	.....	65½	47½	49½	49½	50	50½	51½	51½	50½	50½	49½	49½
Milwaukee	.....	86½	71	76	76	76½	76½	76½	77½	76½	76½	76	76
Chicago	.....	86	71½	76½	76½	76½	76½	76½	77½	76½	76½	76	76

\*Liverpool wheat in devalued U. S. cents at 4.8665 prior to Feb. 19; after Feb. 18 at daily current rate of exchange.

## Tri-State Dealers Meet at Minneapolis

Holding the association together with the same determined spirit that has made them successful grain men, the members of the Tri-State Country Grain Shippers Ass'n met in the Nicollet Hotel, Minneapolis, the afternoon of Feb. 21.

After a tasty luncheon, which was made the better by the friendly conversations which ensued, Pres. C. A. Nachbar, Mankato, Minn., called the meeting to order.

SECY E. H. MORELAND, Luverne, Minn., read the minutes of the 1934 meeting.

PRES. NACHBAR read his annual address from which the following is taken:

### Pres. Nachbar's Address

Again we are meeting today for our annual meeting, and it is with pleasure that I can meet and greet you members again. Many things have transpired since our last meeting and everything has moved so rapidly it is hard to keep pace with what is going on. Things change in the grain line just like in other lines very fast these days. How everything will be in the end no one knows, but let us all hope for the best.

The elevator industry has gone through another year and it was surely a year of anxiety and worry. Some sections had a partial crop, while others had a total failure. With so short a crop it was hard to make any money, but the grain dealers are a determined bunch of men, they never lose faith nor hope. To those in the drouth area we wish to express our sincere sympathy. This lot is not a bed of roses and how they can keep going is next to a miracle. They have their hardships with those that have failed to raise a crop. Without a doubt they do their part in the different communities to alleviate suffering and anxiety.

Shipping has changed to a large extent. Truckers are furnishing more and more of the transportation than ever before. Railroads are losing their necessary revenue and it is a hardship on them. Are we gradually drifting to trucking altogether? What are the railroads, which we must have, going to do and how are they in a position to keep up? There is just another problem.

At this point I want to give you a word of warning. In case you sell grain to truckers be sure that you get your cash. Many have found that their checks are made of rubber and they bounce back. Don't take their checks; get the cash. Let the other fellow have the checks, if he wants them.

Congress and the State Legislature are now in session and no doubt many bills will be introduced which will have a direct or indirect bearing on our industry. It behooves us all to watch closely on these matters and if it is found that it will be detrimental to our industry or will cause additional hardship to our members, then do not forget to protest. Let us be united, for in "Unity there is Strength." Yes, let us be united, and if we are united we can do things.

In his annual report Sec'y Moreland said:

### Secretary Moreland's Report

Conditions in Southwestern Minnesota were favorable for the producer in 1934, also for Northern Iowa and Southeastern South Dakota. A large part of our territory was hit by the drouth for the third consecutive year and a large majority of our elevators have been idle a greater part of the time. Large quantities of seed and feed grain are being shipped into the dry territory and elevator men are handling relief grain at a fair margin of profit for storage and delivery to the farmers. A great many elevators have been kept open for the purpose of handling coal and other side lines.

At the present time grain men are selling corn at 85 cents per bushel to truckers who are hauling it from one hundred to two hundred miles into the dry regions in Minnesota and South Dakota. The Minnesota and Iowa farmers that have corn and oats to sell are also receiving a nice sum for their idle acres under the Corn-Hog Program sponsored by the Government.

The Tri-State Association is a member of the National Federation of Country Grain Elevator Associations and have contributed the amount called for to keep the Association in good standing.

No dues have been collected from our members since Sept. 1, 1934, for the reason that we have sufficient funds on hand to meet current expenses.

The Association represents two hundred elevators and should represent at least one thousand if all elevators in the territory covered would become members.

The following committees were appointed by Pres. Nachbar:



AUDITING: H. W. Speight, Redfield, S. D., and H. F. Raabe, New Ulm, Minn.

NOMINATING: A. C. Becker, Northrop, Minn.; Theo. Speltz, Albert Lea, Minn.; and B. P. St. John.

The meeting adjourned to allow for meeting of the committees.

On the resumption of the session Mr. Speight read the report of the auditing committee which was accepted.

ROBERT H. BLACK, of the U. S. D. A. gave an address on the Practical Application of Barley and Oats Grades.

RAY BOWDEN, sec'y National Code Authority, repeated his remarks made at the meeting of the Farmers Elvtr. of Minnesota, which is published elsewhere in this number.

The many questions asked relative to the new grades and the code proved clearly the keen interest in these subjects.

C. H. McCASLIN, Minneapolis, Electrical Inspector for the Mill Mutuals and the Tri-State Fire Insurance Co., in his talk on electrical appliances in grain elevators gave some very interesting facts on the proper installation and use of these appliances.

The members of the association went into executive session and elected the following officers: B. P. St. John, Worthington, Minn., pres.; E. H. Sexauer, Brookings, S. D., vice-pres.; E. H. Moreland, Luverne, Minn., sec'y-treas. The entire board of directors were re-elected and two new members added: K. J. Rind, Donaldson, Minn., and Theo Speltz, Albert Lea, Minn.

Tri-State members present were: A. C. Becker, Northrop, Minn.; S. W. Granger, Kasota, Minn.; J. R. Town, New Ulm, Minn.; J. J. La Due, Mankato, Minn.; K. J. Rind, Donaldson, Minn.; R. T. Wirt, Lewiston, Minn.; Mark Aus, Madison, S. D.; H. W. Speight, Redfield, S. D.; C. A. Nachbar, Mankato, Minn.; B. P. St. John, Worthington, Minn.; H. F. Raabe, New Ulm, Minn.; Theo. Speltz, Albert Lea, Minn.

## Canadian Grain Movement

Ottawa, Ont.—Canadian wheat in store for the week ending Feb. 15 shows a decrease of 96,237 bus. as compared with the previous week and an increase of 11,492,983 bus. when compared with the same week in 1934. The visible supply was reported as 244,173,989 bus. compared with a revised figure of 244,270,226 bus. for the preceding week and 232,681,006 bus. for the corresponding week in 1934.

Canadian wheat in the United States amounted to 23,424,868 bus., of which 12,915,321 bus. were in store at Buffalo, 1,172,173 bus. at New York, 2,123,000 bus. at Erie, 4,139,000 bus. at Albany, 1,714,374 bus. at Duluth and 786,000 bus. at Chicago. A new port is added to the above list this week, New Orleans with 292,000 bus. This compares with 8,593,159 bus. on the like date last year, of which 3,722,001 bus. were located at Buffalo, 3,629,183 bus. at New York and 894,121 bus. at Boston.

United States wheat in Canada was shown as 1,048,912 bus. compared with 2,248,845 bus. last year.

Wheat marketings in the Prairie Provinces for the week ending Feb. 8 amounted to 1,745,096 bus., an increase of 706,910 bus. over the previous week, when 1,038,186 bus. were marketed. During the corresponding period a year ago the receipts were 2,081,402 bus. For the twenty-eight weeks ending Feb. 8, 1935, and Feb. 9, 1934, 179,829,927 bus. and 174,121,554 bus., respectively, were received from the farms. This is an increase of 5,708,373 bus. over the same period a year ago. By provinces the receipts for the week ending Feb. 8, 1935, were as follows, figures within brackets being those for the week ending Feb. 9, 1934: Manitoba, 92,000 (118,961); Saskatchewan, 693,921 (935,679); Alberta, 959,175 (1,026,762) bus.

Marketings of wheat in the three Prairie Provinces to Feb. 8, 1935, as compared with the same period in 1934 were as follows, figures within brackets being those for 1934: Manitoba, 27,028,614 (23,456,119); Saskatchewan, 79,568,535 (86,600,403); Alberta, 73,232,778 (64,065,032) bus.—R. H. Coats, Dominion Statistician.

Price inflation to an unprecedented height may be the result of the bill signed by the President Feb. 4 for the issuance of bonds of small denominations and increase of the permissible bond limit to \$45,000,000,000.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Frankfort, Ind., Feb. 6.—Grain is moving slowly in this section.—J. E. Heffner.

Batavia, N. Y., Feb. 22.—Because of short hay crop in our section, I have been buying largely in Pennsylvania this season.—M. C. Saile.

Birmingham, Ala.—According to Chap Hodges, of the Cosby-Hodges Milling Co. here, about 200,000 bus. of corn have been purchased from Alabama farmers since last fall by Birmingham mills. The average price paid was 90 cents a bu.—G. H. W.

Decatur, Ill., Feb. 23.—Farmers who have signed up under the A. A. A. corn-hog program will for the most part reduce their corn acreage this season the full limit—30%—as they can put this acreage in other crops and market what they produce.—Baldwin Elevator Co.

Decatur, Ill., Feb. 23.—Distillers have been buying large quantities of rye as it can be bought for 22 cents a bus. less than corn. For distilling purposes rye is more economical than corn when it is selling 8 to 10 cents below corn. With the discount much larger now there is little incentive to pay the high price for corn.—Baldwin Elevator Co.

Vancouver, B. C.—January receipts of grain at Vancouver-New Westminster elevators were: Wheat 1,361,824 bus., oats 319,987, barley 65,709, against wheat 6,600,790 bus., oats 244,584, barley 40,370, rye 1,451, in January, 1934. Shipments during the same period were: Wheat 4,246,029 bus., oats 1,008,912, barley 104,932, against wheat 7,053,802 bus., oats 224,174, barley, 83,771, flaxseed 69, rye 1,783, in January, 1934.

Winnipeg, Man., Feb. 19.—Total deliveries of wheat in the three Prairie Provinces, as at Feb. 14, were 181,500,000 bus., allowance for seed, feed and country mills 45,000,000 bus., estimated by elevator agents in farmers' hands to market 33,000,000 bus., making a total of 259,500,000 bus. Coarse grains in store at country points Feb. 8 were as follows: Oats 7,500,000 bus., barley 2,431,000, rye 679,000, flax 242,000. Estimated by country elevator agents in farmers' hands to market: Oats 9,565,000 bus., barley 2,445,000 rye 225,000, flax 67,000.—J. G. Fraser, mgr. Northwest Grain Dealers Ass'n.

Walton, Ind., Feb. 16.—Roads and weather soft. Very little grain moving from the farms. Feeders and truckers been taking bulk of corn for sale by elevators. Shippers are enjoying the usual grinding and retail business. The shippers are not as bullish as they were a few weeks ago. Farm reserves of wheat, corn and soy beans are about up to average year, but the oats are scarce. Small receipts of grain at terminals, steadily shrinking stocks and small offerings from the country don't seem to make for extremely high prices or quick prosperity, notwithstanding the theory of Brother Wallace and his cohorts. If small supplies and limited output and volume make prosperity then we should all be getting on the income tax list.—Owen A. Dutchess.

## International Movement of Flaxseed

Minneapolis, Minn., Feb. 23.—Shipments of flaxseed from the Argentine have been excellent this season. Cabled reports indicate that this week's shipments are 1,969,000 bus., making a total of 17,840,000 bus. since January 1st. Exports so far this year are between two and three million bushels ahead of last year. Analyzing these figures, it is a remarkable thing to note that Europe is taking practically the same quantity this year as in 1934 and 1933. The increase in shipments this year is entirely accounted for so far by importations into the United States. Last year at this time, the United States was taking India Linseed, which is out of line at present. In regard to Indian shipments: the total exports since April 1, 1934, are only 8,844,000 bus., compared with almost 15,000,000 during the corresponding period last season.—Archer-Daniels-Midland Co.

## Grain Imports

Philadelphia recently received a cargo of rye from Latvia.

Buffalo last week received 15,000 bus. barley from Canada.

Galveston last week received a cargo of 427,000 bus. oats from Argentina.

Five steamers were chartered Feb. 21 to load grain from Argentina for the United States.

New Orleans last week received a cargo of 425,000 bus. Argentine oats, and 250,000 bus. Argentine corn.

Los Angeles recently received 11,000 bus. of corn from Manchuria and 60,000 bus. corn from Argentina.

A full cargo of feed wheat, 306,000 bus., recently was shipped from Vancouver, B. C., to New Orleans.

Galveston recently received 280,000 bus. of Argentine oats for the Marshall Mill & Elevator Co., of Marshall, Tex., and Shreveport, La.

South African corn amounting to 15,000 bus. was received recently at Baltimore by J. George Oehrl. The shipment came via Rotterdam.

Argentina, having shipped 5,000,000 bus. of corn to the United States since Jan. 1, now is making liberal offers of new crop grain on the strength of the promising harvest, of which nearly 400,000,000 bus. are expected to be available for export.

The Gulf received last week a full cargo of 440,000 bus. oats from Argentina, unloaded at Houston, New Orleans and Mobile. A full cargo was unloaded part at Galveston and part at New Orleans. Houston alone took one full cargo of 416,000 bus. oats.

New England grain men are stretching out long arms to gather in corn for local use from Europe, following the importation of the first cargo of Roumanian corn ever to come here. A second cargo, also Roumanian corn, came in this week from Braila, on the Greek steamer Niritos and consisted of about 240,000 bus.—L. V. S.

## Distribution of Pacific Northwest Wheat

A. J. S. Weaver, chief of the grain section of the A.A.A., recently wired interested parties at Portland, Ore., as follows:

Under an amended marketing agreement we propose to proceed as follows: Sell wheat or cracked wheat from Pacific Northwest country points to emergency tariff destinations thru members of ass'n on substantially same basis as old agreement, purchasers to be designated by secretary; sell limited amount of wheat cargo lots to New England distributors for feed use either thru ass'n or not, depending upon whether ass'n can conveniently assemble cargoes. If not thru ass'n, wheat would be bought f.o.b. Pacific terminals by eastern distributors. We do not contemplate authorizing purchases at prices relatively higher than those now prevailing.

The ass'n referred to is the North Pacific Emergency Export Ass'n.

Special railroad rates, involving reductions of 25% on wheat from the Pacific Northwest to Wyoming, Montana, and the Dakotas for feed purposes have been obtained by the A.A.A.

The North Pacific Ass'n will do its part in the plan, but without enthusiasm, their ardor to aid having been dampened by the failure of the government to make the settlements promised on last year's operations for export.

The operation of buying bread wheat at a high price, cost of cracking and freight and sale at a low price for feed, will involve a loss to the government. This loss will be met out of the processing taxes deducted from the price paid farmers for wheat by processors. Thus the farmers of Kansas will pay to relieve the Pacific Northwest growers of their surplus.



# Ohio Farmers Dealers Denounce Coal Code

Sharply criticizing the Ohio coal code set-up for its costly administrative budget, which is reputed to have failed to improve profits for coal handlers, nearly 400 delegates to the 20th annual convention of the Ohio Farmers Grain Dealers Ass'n, held in the New Secor Hotel, Toledo, Feb. 21-22, went on record with a hands-off policy for the code enforcement re-organization plans now under way.

## Thursday Morning Session

PRES. LEON GOVE, Avery, gaveled the opening of the first session in the ball room of the hotel at 10:30 a. m. Thursday.

GEO. "WOODY" WOODMAN, pres. Toledo Board of Trade, welcomed the delegates with an uncommonly brief and enthusiastic address. "You are welcome. Toledo and the Board of Trade both welcome you. I hope you pick up a few new ideas that you can take back home and use in your businesses, and I hope you have a good time, so that you may be glad you came."

J. T. MAYER, Valley City, responded, expressing the appreciation of the delegates for the Toledo meeting place. Mr. Mayer felt that the trade must solve its own problems. He had little faith in hope for help from the narrow minded politicians in Washington.

PRES. GOVE made a brief address, reviewing ass'n activities. He said:

### PRES. GOVE'S ADDRESS

Your ass'n has been unusually active the last two years, looking after your interests in code and legislative matters. In the last year it has been rewarded with a marked increase in membership.

I believe all of you will agree that the elevator code has an economical set-up that saves money for the industry, and it doesn't step on the toes of the grain trade.

Your ass'n has had numerous fights on the coal code and many of our members still feel the coal code enforcement administration in Ohio is wholly unfair and burdensome, with its many enforcement districts, and its \$10,000 salaries. We continually sought low coal code enforcement costs, and I believe the original program, which would have proven even more costly, was successfully blocked.

During the last year we have cemented harmony between the independent and farmers elevator ass'ns in Ohio. We have found the independents willingly working with us, and this co-operative spirit has given us equal representation on all committees with which both ass'ns have been concerned.

Better times have come to the elevators during the last year. Greater numbers have succeeded in building profits, and we are glad that the security of their financial structures and sound business practices have enabled the farmers elevators to weather the storm of depression in such fine shape.

L. G. FOSTER, Louisville, Ky., sec'y Bank for Co-operatives, historically reviewed legislation that had developed federal financing for co-operative institutions and explained the qualifications and procedure for getting federal loans on co-operative facilities, and co-operative merchandising. Short time merchandising loans, he said, may now be made at 3% interest; long time facility loans at 4½%.

DR. LEE VAN DERLINDEN, Chicago, addressed the dealers on soil and fertilizer trends, calling attention to the appalling shortage of mineral elements in many soils, and explaining the activation of crops in response to fertilization of soils with the minerals they lack. His address will appear in a future number.

Pres. Gove appointed the following com'te:

RESOLUTIONS: C. W. Palmer, Defiance; Wm. Kemmer, Hamler, and Leo Cook, Monroeville.

Adjourned to 1:30 p. m.

## Thursday Afternoon Session

PRES. GOVE presided at the second session.

L. G. BRADSTOCK, Wellington, reviewed

his experience with gasoline and oil as a sideline to the grain business. It required, he stated, about a \$5,000 investment. They use two tanks, one for gasoline, one for kerosene, and meter from these into a tank truck that makes regular route trips thru the country. The gasoline and oil sideline, he declared, will prove highly profitable in a good farming community if it will sell at least one carload of gasoline or kerosene a month. Before entering the project a company should carefully survey the territory within a radius of eight to 10 miles for possible trade.

M. W. THATCHER, Washington, D. C., picked up "Hot Sparks" from the nation's capital. During the last few days, he said, a movement has developed in Washington to subsidize the movement by water of wheat from Pacific Northwest surplus through the canal to the New England states, where it would be cheap feed for distressed New England farmers. The plan would relieve distress from surplus in the Pacific Northwest, and sad shortage in New England states. But the plan fails to consider middle western farmers, and destruction of their natural market.

This country does not want Italian dictatorship, nor Russian communism, declared Mr. Thatcher, altho a good many Washington residents feel it is sufficiently disorganized to merit either treatment. His description of visits to both countries brought a horrifying picture of regimentation, poverty and want.

A cotton congress, he declared, is overlooking the interests of other agricultural districts, because 55% of the cotton grown must be sold abroad. The tariff permits importation of foreign flaxseed, vegetable oils, and other products that compete in the domestic market with the products from middle western farms.

THE MICHIGAN LADDER CO. representatives announced the names of Mesdames D. H. Moorhead, Findlay; Noble G. Bennett, McComb; Wm. C. Horn, Fostoria; Alta Grover, Rising Sun; R. G. Kaiser, Edon; F. G. Maurer, Fostoria, and Harry D. Shawber, Malinta, as winners of utility step ladders, and kitchen clothes racks.

Radio singer Billy Adams, and "Baron" Erich von Austerlitz amused the delegates before adjournment.

## Banquet

Plate sales for the banquet and entertainment totaled 550, which crowded the ability of the waiters, but brought everybody together to enjoy a splendid program of entertainment featuring music and dance numbers, with the "Fairies from Fairy Land."

A floor show, an orchestra, ball-room dancing and liquid refreshments followed the closing of the banquet and kept the delegates until the small hours of the morning. This part of the program was supplied by "Woody" of Norris Grain Co.

## Friday Morning Session

PRES. GOVE presided at the third session.

OSCAR WEIKER, Upper Sandusky, reviewed legislative and code problems. The country elevator code, he declared, has an unusually clean record with no exorbitant expense and salary budgets. A great deal of activity in enforcement has not proved necessary.

In legislative matters Mr. Weiker was concerned with a proposed amendment to section 12910 of the General Code, now in the hands of the Ohio legislature. The statute provides that public officers or employees, holding stock in a company, cannot purchase for public account from that company.

B. A. WALLACE, Ohio State University, Columbus, reviewed the existing farmers' elevator situation in Ohio, calling attention to their large volume of business, and the improvement of business conditions during the last two years which permitted them to come from an average profit of \$650 in 1932 to an expected \$3,000 per elevator this year. The last year, he declared, has brought elevators on his list a 35% to 40% increase in volume of business over the previous year.

DR. STANLEY L. KREBS, New York City, gave a pep lecture on "Plan Plus Push," outlining these two principles in creation and accomplishment.

A. C. PATZER, Grove City, talked on personality. Put personality into all your dealings with the public, he pleaded, in your telephone contacts, as well as personal contacts. Keep smiling. A negative attitude discourages business. A positive attitude builds confidence and develops business.

Adjourned to 2 p. m.

## Officers Ohio Farmer Grain Dealers' Ass'n



Seated, left to right, Treasurer C. W. Palmer, Sec'y C. S. Latchaw, Pres. W. M. Jackson, and Wm. C. Horn. Standing: Directors N. G. Bennett and W. S. Bricker, Ex-Pres. Leon Gove and 1st V. Pres. C. B. George.



### Friday Afternoon Session

PRES. GOVE presided at the fourth session, devoted to ass'n business.

SECY C. S. LATCHAW, Fostoria, read the minutes of the last meeting, and reviewed the set-up of the grain code, which Washington administration officials have admitted to be among the best and most economical codes devised.

DISCUSSION of the proposed reorganization of the coal code authority into one or two districts instead of the existing three developed that the delegates were in favor of having individuals at the Columbus hearing on Feb. 25 in an unofficial capacity. This hands-off policy was expected to keep the ass'n informed, yet enable it to avoid agreeing with any plan developed before such plan could be submitted to the membership. A motion was seconded and adopted.

Discussion of the amendment to section 12910 of the General Code relative to exempting members of co-operative ass'ns who shall hold an office of trust or profit by election or appointment from the provisions of the statute forbidding such officer from being interested in a contract, led to the conviction that the ass'n favored the amendment. Moved, seconded and adopted.

The following resolutions were unanimously adopted:

#### RESOLUTIONS ADOPTED Want Wide Open Routing.

WHEREAS, the Interstate Commerce Commission has issued an order requiring the railroads to specify routing in connection with all tariff rates, or to have the tariffs provide for wide open routing, under what is known as Plan Number 2 of Rule 4K of Tariff Circular 20. And,

Whereas, the grain interests for the past six years have been able to influence the Interstate Commerce Commission to postpone the effective date of this rule. And,

Whereas, the Interstate Commerce Commission has postponed the effective date of said Rule until October, 1935, with the instructions that carriers must comply with the rule during that month. And,

Whereas, the carriers have signified their intention of publishing specific routing in connection with all grain rates, by publishing in the tariff carrying the rate, or in a routing guide, be it

Resolved: That this Association go on record as unanimously opposing specific routing, and requesting and do hereby request the carriers to adopt Plan No. 2 of Rule 4K of Tariff Circular 20, to provide for wide open routing, so that grain and its products may move via the routes that it has moved via in the past. Further, that we believe that specific routing will be very harmful and create great damage to this Association and its members by restriction of the routing to the markets which its members have for years been able to use.

#### Request Exemption from Sales Tax.

WHEREAS, there has been passed by the Legislature of the State of Ohio a general sales tax law, and

Whereas, at the present time tax is collected on the purchases of farm machinery and equipment, salt, binder twine, insecticides and sprays, we hereby request that the laws and rules be so amended as to exempt these articles from such taxation.

#### Endorse Country Elevator Code Authority.

We hereby heartily endorse the efforts of the Ohio State Grain Code Authority for its honest, sincere and inexpensive efforts in enforcing the Grain Code.

J. A. VORE, Cairo, reviewed his company's experience with the gasoline and oil sideline, which he declared to have proved more than satisfactory. During the last year they handled, he said, 17 cars of gasoline, 7 cars of kerosene, and between 1½ and 2 cars of lubricating oils. No tank wagon was used, customers coming to the plant for their purchases, so they would also buy feeds, seeds, and other items that they might need. The retail prices were the same as tank wagon retail prices.

Citing their mistakes Mr. Vore mentioned installation of 12,000 gal. vertical tanks. Use of 15,000 gal. horizontal tanks, set several feet above the ground, he felt, would have eliminated troubles they experience with running out of gasoline and kerosene and having to order truckloads to supply their trade before

carloads are delivered, and would have permitted the use of gravity, with corresponding saving in the use of pumps and power when supplies ran low. Also horizontal tanks give less trouble from back pressures when being filled.

ELECTION for the ensuing year resulted in the selection of W. M. Jackson, Holgate, pres.; C. B. George, Fostoria, 1st vice-pres.; A. C. Patzer, Grove City, 2nd vice-pres. Directors, J. H. Myers, Westerville; W. G. Guscott, Olmstead Falls, and N. G. Bennett, McComb, whose terms expired, were re-elected by acclamation to succeed themselves.

Pres.-elect Jackson appointed the following com'ites:

LEGISLATIVE AND CODE: Leon Gove, Avery; Oscar Weiker, Upper Sandusky, Sec'y C. S. Latchaw, Fostoria.

TRANSPORTATION: Wm. Kemmer, Hamler; Harry Lee, Fostoria, and C. W. Palmer, Defiance.

Adjourned *sine die*.

### Ohio Convention Notes

SOUVENIRS: A package of book matches from the Ohio Salt Co., bearing its trade mark, a Chippewa Indian head, a handy Lockite bottle stopper and opener from the Norris Grain Co., also an attractive "bullet" pencil, with expel and repel lead. A monstrous lead pencil from the Keystone Steel & Wire Co. A Standard, hexagonal, wood pencil from S. W. Flower & Co. A house thermometer from E. G. Buchsieb. A banquet hat from the Chase Bag Co. The convention registration numbered 386.

DISPLAY TABLES were held by the Michigan Ladder Co. with a series of ladders and extensions; Sidney Grain Machinery Co. with catalogs, scoops and ready descriptions from Carl F. Berger and Mr. Miller; Barnsdall Products Co. with oils, batteries, tires and accessories; Ohio Salt Co., and Morton Salt Co. with display of live stock and other salts; Woodville Lime Products Co. with lime treatments for soils; and others who displayed such products as feeds, fertilizers, twines and other items commonly handled by country elevators.

REGISTRATION was handled by R. S. Castle, J. W. Huntington, G. N. Arnold and LeRoy Neal, all of the Mill Mutuals Insurance Agency, Columbus, which supplied the attractive badges each delegate proudly displayed on his coat lapel.

### Meeting North Dakota Farmers Elevator Ass'n

PRES. C. H. CONAWAY of Starkweather called the 24th annual meeting of the Farmers Grain Dealers Ass'n of North Dakota to order at 10 a. m., Feb. 5 at Minot, N. D. He said, in part:

Many abortive efforts have been made to supplant the present marketing system with another more profitable to the actual producer himself and invariably designed to benefit the sponsor to the exclusion of the producer. About all the farmer has ever received from this nefarious program in his behalf is a belief that he is being robbed and a knowledge that one set of agents merely wish to supplant another. Failing to gain and hold the confidence of the producer, those advocates of a collective bargaining and a single unit as a sales agency, have now made a favorable impression on the administration at Washington, which has inaugurated a policy of coercion which may reduce the farmer to the real state of his imagination. The greatest blow ever struck at the heart of the farmer has been delivered by the Agricultural Marketing Act. It was primarily enacted as a political measure to bolster up confidence in a new regime. It attempts to slow up production to meet the underestimated demands of stimulated industry. The farmer of yesterday bears no resemblance to the robot of tomorrow.

We have attempted to regulate our business affairs with each other by the adoption of a system of codes. My best judgment tells me that this system was a failure before its adoption.

SECY P. A. LEE of Grand Forks, in his

annual report, spoke of the unjust coal code assessment, the bond required of seed distributors, warehouse and fidelity bonds.

Membership.—During the year 13 new members were listed, which, together with 207 renewals totaled 220 members paid up during the year. Sixty-five memberships were due and in arrears so that 285 members were carried on the membership rolls on December 31, 1934. Members are usually removed from the rolls when they are more than six months in arrears. As a comparison with 1933 may we report that in that year 51 new members were listed and 200 renewals obtained for a total membership of 251 paid during the year.

J. H. EVANS, deputy minister of agriculture, Winnipeg, Man., spoke of the necessity of education in agriculture. Control of production was a difficult problem.

CARL R. GRAY, general manager of the Omaha Ry., St. Paul, Minn., outlined the railway situation, that the 6-hour day proposed would mean 27½ per cent increase in the labor bill of the United States railroads, or an increase of \$400,000,000 per year. In 1933, he said, 60 per cent of the operating cost of the railroads went for labor.

L. C. WEBSTER, of the federal seed stocks com'ite, said it was not the intention of the government to buy more seed than it now owns.

B. E. GROOM described the different types of seed suited to different parts of the state.

F. P. HEFFELFINGER, Minneapolis, manager of the government sponsored feed distribution agency, said dealers desiring to handle hay and straw from Canada should anticipate the requirements of their business and should place orders two or three weeks ahead of time with the agency.

The services of the agency, Mr. Heffelfinger said, are available to any dealer who may wish to avail himself of them. The margin of profit is fixed both for the agency, which is limited to 50c per ton, and for the dealer, who may not charge more than \$1.50 per ton for the handling service.

RAY B. BOWDEN, Minneapolis, sec'y of the elevator code authority, gave an illuminating talk on the code.

No country elevator code matters in North Dakota have been carried into the courts, nor have they caused the national code authority much worry. Six situations in North Dakota have required the attention of code officials. The problems were settled locally.

C. H. Conaway of Starkweather was re-elected pres.; J. A. Buchanan of Buchanan, vice-pres.; and P. A. Lee, Grand Forks, sec'y. R. F. Gunkelman, Fargo, was re-elected director at large. For the first district, J. W. Piper of Buffalo was named; for the second district, John Noon of Wilton was re-elected; for the third district, Geo. Oech of Beach was re-elected.

Resolutions were adopted condoling the family of the late M. C. Gaulke, who was sec'y of the Ass'n from 1916 to 1921; going on record as opposed to government ownership of railroads, and the 6-hour day, and full crew bills, and thanking those who had made the convention a success.

The 1936 convention will go to Bismarck, the 25th anniversary of the Ass'n.

### A Common Mistake

PROFESSOR: What is the difference between lightning and electricity?

THOUGHTLESS STUDENT: Well, you don't have to pay for lightning.

The next day his father's elevator was struck by lightning and he had to pay dearly for the interruption to his business and the rebuilding of his elevator.

His mutual insurance company had offered to pay for standard lightning protection by reducing his annual premiums. Needless to say he is availing himself of this protection for the new elevator and rests comfortably thru all thunderstorms.



# Optimism Rules Meeting of Minnesota Farmers Elevators

Greeted by spring like weather and bubbling over with optimism, the hundreds of delegates to the 28th annual meeting of the Farmers Elevator Ass'n of Minnesota held in Minneapolis Feb. 19-21, carried through one of the most enthusiastic meetings in the history of the Ass'n.

The first session was called to order by Pres. Theo. Frederickson, Murdock, and after the invocation introduced H. J. Miller, pres., Civic and Commerce Ass'n, who extended a very cordial greeting to the visitors.

PRES. FREDERICKSON in his annual address said in part: The elevator situation in Minnesota is much better than it has been for many years. I think the elevator men are more optimistic, and this is due in large part to the fact that soil conditions are so favorable. We have just gone through several difficult years. Many of our elevators have had little or no grain to handle, and the coal and other products sold to the farmers did not find a ready market, because the farmer was getting so little for his products. Today prices are better and the crop prospects throughout the state are very encouraging.

SECY. A. F. NELSON, Minneapolis, read his annual report from which the following is taken:

## Sec'y A. F. Nelson's Annual Report

The year that has just passed has brought about new conditions in approximately three-quarters of the area in which our elevators are located. According to government reports, 44 counties of our state are designated as being located in what is termed "drouth area." In a good many of these counties hardly any grain was produced, and in some counties it is reported that not a single binder was moved from its shed. As our elevators were originally built for the purpose of receiving grain from the producers, conditions made it necessary that they reverse themselves and become distributing agencies in place of grain assemblers.

We are happy to report that in the formation of agencies to handle the distributing of relief as needed thruout the state, representatives of this ass'n have had the privilege to sit in with the various com'ites and especially those agencies that have labored to work out a fair and equitable distribution of relief seed, feed, and coal. We are free to admit that there is plenty of room for improvement in these various programs, but at the same time we want to emphasize the fact that if it had not been for the representatives of your organization sitting in with representatives of other types of elevators and jointly working out a program, you would no doubt have more cause for complaints.

About two years ago the national organization (The Farmers National Grain Dealers Ass'n) commenced to work on what they called a "Program of Progress." This program was based on the theory that if our nation was going to continue to raise surplus products, gradually losing its position as an exporting nation, attempts must be made to find more use at home for surplus products of its farms. One of the features of this Program of Progress consists of interesting industry in a program of research work in an attempt to find new and more sources for which the farmers' products may be used.

The other feature of this "Program of Progress" was the appointment of a fact finding commission.

In the pursuit of its inquiry the commission has made it very plain to witnesses that it is interested only in facts. The national organization which appointed it represents several thousand farmer stockholders and patrons thruout the grain belt with investment in co-operative country elevators exceeding \$100,000,000.

**Warehouse Bonds,** workmen's compensation, public liability, property damage, and fidelity bonds placed thru our ass'n shows the biggest increase of any department. Our elevators have discovered that there is a decided advantage in dealing with us on these lines.

**Auditing**—Over fifty elevators were served last year by our auditors in assisting local officers to check their business or render tax income service. Three men were kept busy on this work from early March until late August.

**Income tax reports** are highly technical and no board of directors should require their manager, as part of his duty, to make out tax

income returns. It is a business by itself that should be handled by those familiar with tax rulings requirements, and exemptions.

It is reported that over 18,000 rulings have been made affecting income returns. A number of new rulings have been made for 1935. After an income tax return has been made, filed, and tax paid, the matter of refunds is a slow and expensive process.

**Switching and Demurrage Charges**—Working in conjunction with other state and local ass'ns we have done our part in an attempt to eliminate some of the abuses of the Minneapolis market in asking the Interstate Commerce Commission for modifications on switching and demurrage charges.

**Non-Producing Stock**—In previous reports we have called attention to the importance of eliminating non-producing stock from your stock records. It is a problem to which our people have not yet awakened. There is a lethargy existing with reference to this problem. Unless this feeling is overcome and steps taken to place non-productive stock in the hands of actual producers, it will be one of the predominant causes for the breakdown of the co-operative movement. By far the greater number of farmer owned elevators that have closed their doors the last decade have done so because their officers and stockholders did not do their full duty in seeing to it that dead stock of their company was transferred to producers.

**Membership**—Regardless of the fact that we have fewer farmer owned elevators in the state at the present time than we had ten years ago, we are enjoying a stronger and more loyal and satisfied membership than ever before in our history. We are pleased to record over 80% of farmer owned elevators as regular members. In addition we also have a large number of independent elevators that have become associate members of our ass'n, receiving our regular service letter.

More and more it is becoming apparent that all country elevators, regardless of type, must on certain problems work together for the benefit of the entire industry.

The independent elevators, as a whole, are operated by men of high courage and perseverance. They have been a factor in establishing for the producer a better local open market. Their interests, in most cases, are identical with those of the farmer owned elevator, and while one is a competitor of the other, we must recognize them as essential.

PRES. FREDERICKSON appointed the following committees:

**Auditing Committee:** F. A. Betz, Chicago; John Nybakke, Kerkhoven; C. A. Erickson, Hallock. **Resolution Committee:** O. A. Olstad, Rothsay; Chas. Danielson, Marietta; Elmer Silver, Truman; E. J. Butler, Hector; I. B. Scoville, Hendrum; Robt. Bagley, Blooming Prairie; Fred Seidensticker, Wheaton.

## Tuesday Afternoon Session

CAPT. L. C. WEBSTER, Washington, D. C., Procurement office, Federal Seed Stocks Committee, was present and started this session with an interesting explanation of the work his committee has been doing. He said: Movement of 20,000,000 bus. of seed grain has been started at the rate of 100 to 200 cars daily. We have obtained 5,500,000 bus. of seed wheat and 10,000,000 of seed oats. Eighty per cent of this seed grain is in terminal elevators and the balance in country elevators. The country elevator will be employed as the distribution agent. We did not attempt to obtain seed for the entire northwest.

DR. R. W. MURCHIE, Director of Rural Rehabilitation of the Minnesota Emergency Relief Administration, reviewed the work of his organization.

## Tuesday Evening Session

This evening meeting has become the high light of the convention. Officers and directors of the Farmers Elevators get together for a round table discussion of ways and means to improve every factor entering into the operation of their elevators.

JACOB KREMER, Tracy, presided. F. S. Betz, Chicago, was introduced and gave one of his highly inspiring talks.

Collaborating, H. K. Mansfield, Omaha, and M. W. White, Minnesota, gave a very clear explanation of the workmen's compensation laws, and the advantages of liability insurance. Mr. Betz gave a detailed explanation of the need for frequent audits.

## Wednesday Morning Session

H. K. Mansfield opened this session with a very informative talk on the "Why of a Fidelity Bond."

R. W. KEELER, Chokio, in his report on the insurance committee's finding said: It was found, after close investigation, that it would not be practical to set up an ass'n insurance company. Five thousand risks would be required and that is out of the question. Even then our insurance rates would be higher than what we are now paying.

A. T. JANES, G. N. R. R., St. Paul, gave a most interesting talk on the Traffic Situation. He said in part: You doubtless know that the highways are supplementary to the railroads. Without the railroads it would be next to impossible to get all goods produced, either on farms or in factories, to market. Pending legislation would add a burden that the railroads of the U. S. could not carry. It would mean bankruptcy and government ownership. This would have a tendency to dry up commerce. Labor contends this legislation is being pushed to promote safety. This is pure fallacy.

Mr. Janes read figures on vital statistics to prove his statement. He also exhibited charts to show how the "railroad dollar" was spent.

H. B. GROMMON, Plainfield, Ill., pres., Illinois Farmers Grain Dealers Ass'n, explained the work and accomplishments of the fact finding commission of the Farmers Nat'l Ass'n in its work to find means to increase the revenue of farms by wider and more diversified use of their products.

## Wednesday Afternoon Session

RAY BOWDEN, Minneapolis, Code Authority Sec'y, presented some interesting facts on the operation of the Country Grain Elevator Code. Mr. Bowden called attention to the fact that elevators not paying their code assessment were courting trouble if they handled any of the relief commodities.

R. I. MANSFIELD, Chicago, presented the same address as the one he gave at the Illinois Farmers Grain Dealers Ass'n convention, published elsewhere in this number.

O. A. ZIMMERMAN of the Minnesota State Board of Grain Appeals took the floor to offer a defense for the politicians mentioned in Mr. Mansfield's address.

PETE INGOLD led his Minneapolis Chamber of Commerce Glee Club in the rendition of many melodies which were greatly enjoyed. Pres. Frank Seidl is one of the outstanding members of this club.

## The Banquet

Over 700 attended the banquet in the spacious Moorish Room of the West Hotel. Pres. Frederickson was master of ceremonies and after introducing the many celebrities at the speakers table, introduced Dr. O. B. Jesness of the University of Minnesota who gave a very interesting talk on the Future of Agriculture. Dr. Jesness criticized the crop reduction program and urged a reduction in tariffs to permit greater trade with other countries.

After the address the audience was treated to the fine arts of legerdemain.

After several hours of dancing the party disbanded, everyone reporting an enjoyable evening.

## Thursday Morning Session

PRES. FREDERICKSON opened this session by introducing E. C. Helweg, Director of Public Relations of the Minneapolis Chamber of Commerce. Mr. Helweg told briefly what his organization is doing, and promised its continued co-operation with members of the association.

TRUCKING came in for some discussion,



and a poll of those in attendance indicated that about 50% were of the opinion it was a help rather than a hindrance. Many of those present were convinced trucking was here to stay, one delegate expressing the opinion it would not be long until trucks displaced the railroads.

Because of the inability of scheduled speakers to appear this session was cut short.

### Thursday Afternoon Session

PRES. FREDERICKSON called the last session to order and the delegates started immediately upon the work of electing new officers for the ensuing year.

IVER WOLLUM, Porter; C. A. Erickson, Hallock, and Oscar A. Olsen, Truman, were re-elected to the Board of Directors.

Mr. Betz read the report of the auditing committee, which found the books of the ass'n in good order and correct.

E. M. SILVER, Truman, for the resolutions committee, presented resolutions on the following subjects, which were adopted:

### Resolutions Adopted

The resolutions adopted commended the National Code Authority, opposed state or national legislation increasing the cost of railroad operation, objected to intervention in inspection by federal supervisors until request for federal appeal inspection has actually been made by interested parties, demanded relief from the inequalities and expense involved in the prevailing inspection cut-off regulations at Minnesota terminals and the \$4 hold charge at intermediate sampling points, urged the agricultural authorities at Washington to give hearings to representatives of co-operative elevators, demanded immediate availability of federal seed loans, commended the fact finding work of the Commission appointed by the Farmers National Grain Dealers Ass'n and strongly indorsed its program of progress. Other resolutions adopted follow:

#### Oppose Restrictive Agricultural and Exchange Legislation

WHEREAS, several measures involving drastic new regulations affecting the production and marketing of grain are pending in Congress, such as certain of the proposed amendments to the A. A. Act and the Commodity Exchange Bill, therefore be it

RESOLVED, That the members of the Farmers Elevator Ass'n of Minnesota, representing approximately 60,000 elevator stockholders, oppose the adoption of this restrictive legislation with every means at their command.

#### Against Curtailment of Crops

WHEREAS, the secretary of agriculture has repeatedly declared that the United States must choose between a nationalistic program of restricted production of agricultural products, or a forward looking program which includes efforts to regain our former foreign markets for agricultural products which were lost largely thru our own folly, be it

RESOLVED, That the Farmers Elevator Ass'n of Minnesota call upon the President of the United States, the secretary of agriculture and all others having influence over the agricultural policies of the nation to concern themselves immediately with aggressive efforts to find new markets and new uses for agricultural products instead of pursuing the present policy of curtailment and scarcity, which threatens to reduce the farmers of the United States to a condition of servitude.

#### Ask That Mortgagees Notify Grain Buyers

WHEREAS, it has become necessary for the elevator companies to be on continual guard to protect themselves against payment for mortgaged grain, therefore be it

RESOLVED, That we petition the legislature to alter the law to require the mortgage holder to notify the grain dealers of all mortgages, and that the elevator company making such collection be allowed a 5% fee for collection, which we believe will aid to build up a reserve fund to satisfy claims on grain paid for contrary to mortgage.

THE BOARD OF DIRECTORS elected Oscar A. Olson, Truman, pres. to succeed Theo. Frederickson. The following officers were re-elected: Fred Seidensticker, Wheaton, vice-pres.; A. F. Nelson, Minneapolis, sec'y; J. E. Brin, Stewartville, treas.

Adjourned *sine die*.

### Convention Notes

Lucien Strong and Emil Frederickson were doing the honors for Strong-Scott Mfg. Co.

Fairbanks, Morse & Co. was represented by Ezra Berry, Walter Bellis and Al Larson.

E. E. and Tom Ibberson, Fred Holtby, and of course Kiffe, represented T. E. Ibberson Co.

The majority of the Minneapolis Chamber of Commerce firms kept open house, where one could find relaxation.

C. C. Ingraham, R. J. S. Carter and Vic Reid had charge of the Hart-Carter exhibit of two cleaners and an Emerson Kicker.

R. R. Howell & Co. exhibited a general line of elevator equipment, attended by L. B. Feldman, Walter Kostick, Jack Johnson and Bill Hinckley.

Howe Scale Co. exhibited a 20-ton dump scale beam, with weightograph, also a platform scale. The exhibit was in charge of L. V. Syrcher assisted by E. F. Johnson, L. E. Pollock and Geo. Swanson.

Superior Separator Co., was represented by C. C. Gray; Link-Belt Supply Co. exhibited chain drives and a Beyl Clutch; John Groseth had one of his latest cleaners on display. A. W. Gerber exhibited a double distributor. Clow-Winter Mfg. Co. was represented by Andy Rothgarn.

Others having display space were Dickinson Seed & Feed Co., Northrup, King & Co. and Consolidated Products Co.

### Burn the Chinch Bug in Winter

W. P. Flint, chief entomologist of the Illinois Agricultural Experiment Station, reports that so far this winter there have been no weather conditions which would kill chinch bugs in any great numbers.

Recent counts of the pests taken from typical hibernating quarters showed that 95 per cent of the bugs are still alive in Central Illinois around Urbana.

Chinch bugs often destroy practically the entire corn crop over an infested area.

Outbreaks of chinch bugs sometimes last five years or longer, sometimes only a single season.

To fight the chinch bug it is not necessary to wait until the insect becomes active in the spring and to trap him with creosote barriers. Much can be done during the winter season.

Contrary to common belief, winter weather usually has little effect on chinch bugs. Extremely cold weather merely causes them to sleep more soundly. Even 20 degrees below zero will kill few, if any, of the bugs that are protected in their normal winter quarters. Studies covering the last twenty years show that the mortality of the bugs in their winter hibernating quarters runs only from 6 to 10 per cent.

From about Nov. 1 until about Apr. 15 the full-grown chinch bugs are hidden in various sheltered, protected places. They do not feed

during this period and consequently do no damage. In April, May, and June, the overwintered bugs and their young are to be found in fields of small grain or tender, succulent grasses. It is during this period that the flight out from winter quarters occurs. This flight does not always come at the same date in a given locality, nor do the bugs all fly out on a single day—they start leaving winter quarters when there have been several hours of bright sunshine at temperatures of about 70° F. or above. If the weather suddenly cools, the flight ceases, and a week or ten days may elapse before conditions again become favorable enough to stir the rest of the bugs out of their winter quarters and start them flying to the fields of small grain.

The favorite shelters are prairie grass, bunch grass, broom sedge, bluestem, and other native and cultivated grasses that form dense bunches or clumps. The bugs are especially abundant where these grasses grow on south slopes along roads, south sides of ditch banks and hedges, and the south and west edges of woodlands. Large numbers occasionally infest other types of shelter. Only a comparatively few bugs hibernate in cornstalks. Many seek shelter around buildings, under the loose bark of trees and posts, in accumulations of some types of trash, and under the leaves of mullein and other plants. They rarely penetrate more than 10 or 15 rods into the denser woodlands.

Make a survey of all areas suspected of harboring numbers of bugs, and then give special attention to burning off those areas where the bugs are found in greatest abundance. The cover can be burned any time between the first of December and the middle of April when conditions are right.

Burn against the wind so that the fire will work close to the ground. This type of fire is more readily controlled and kills more of the bugs than burning with the wind. Burn only during dry periods. If the vegetation is green or wet the fire will not work close enough to the ground to be of much value.

The Illinois College of Agriculture in its outlook issued Dec. 31 states that only a wet spring with hard rains in May and June will stop extensive chinch bug damage in 1935. The region where probable damage will occur extends from Randolph, Jefferson, Wayne, and Lawrence Counties on the south, to the Wisconsin line on the north, with the possible exception of a small area in extreme northwestern Illinois in the upper part of Stephenson and JoDaviess Counties.

In most of the infested area two to three times as many bugs are now in winter quarters as were present at this time last year. In the extreme western part of the state, where the drouth was most severe, the bugs are not as numerous as in 1933. In the northwest-central part of the state there are probably three times as many bugs as last year, and this applies to the mid-central and east-central parts of the state also. In the northeastern part of the state the bugs are present in about the same numbers as last year.



Fig. 1.

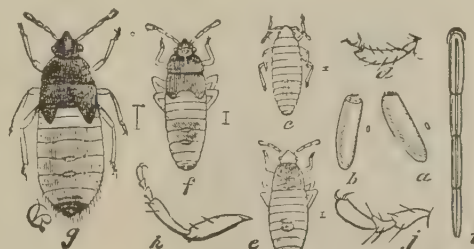


Fig. 2.

Fig. 1. Adult Chinch Bug, *Blissus leucopterus*, enlarged; the line below indicating actual length.

Fig. 2. a and b, eggs; c, newly hatched larva; d, foot; e, young after first molt; f, after 2d molt; g, pupa; h, leg of adult; i, foot, still more enlarged; j, beak showing sucking mouth, still more enlarged. After Riley.



# The Farm Problem

By R. I. MANSFIELD, Chicago, before Illinois and Minnesota Farmers Grain Dealers Ass'n

The Farm Problem has been in the public eye and in the press for over three decades. It has been made a political football—an issue for broken down politicians to use to float safely back into an office which they had shown no ability to fill or lacked an issue on which to be returned.

So we must start with Agriculture and its conditions for the background.

The deplorable agricultural condition today finds its reflection in an unprofitable grain trade in a lack of general business in the rural communities, in a prostrated business condition in the cities and a stagnated World Commerce. Who is to blame? Largely the politicians in all countries. Certainly not our present administration, but previous ones, altho this administration's superhuman efforts at relief have but muddled up the waters.

For over 30 years governmental policies in the United States have tended steadily toward the unsettling of Agriculture and the upbuilding of commerce, manufacture and industry.

All informed sources agree that no permanent prosperity is possible until our farmers receive a price for their products that not only covers the investment and labor but that also provides a profit so that the farmer may again possess buying power long gone.

For years farmers sold in a free trade world market and bought in a highly protected tariff market. Agriculture finally awakened to the unfair trick played on farmers and discovered they were between the upper millstone of exorbitant purchase prices and the nether stone of low competitive world prices for the grain they sold. This situation remains in good measure to this day.

Our government stunted its foolish course led by a lot of theoretic socialistic thinkers who had fastened themselves like barnacles in the administration. They subsidized acreage reduction and animal production, destroyed some surpluses and scientifically balanced the grain budget. As one of my good farmer friends put it "God Almighty looked down from Heaven and watched all this planning. When the plans were all put in operation he called down and said 'Boys—are your plans all made—are you all set?' They replied 'We are all set' and God replied 'All right, boys—now you make it rain.'"

You know what happened, the most disastrous drought ever experienced, causing a loss of one billion five hundred million bushels of grain and untold further losses in feed forage and pasture. The worst feature was that the disaster spread east of the Mississippi River into territory that had never before suffered crop failure. In one short year the Almighty—I don't know what they call him at Columbia or Chicago University, but we common people call him God, changed the picture in the United States, Argentina and Australia and started the job in Canada. He will probably complete the Canadian job this present year judging by present outlook.

It was into this agricultural picture that the Farmer's National Grain Dealer's Ass'n courageously stepped, in a determination to lead in

the plans necessary to bring about restored world agricultural commerce. They went on record against acreage control or reduction for unlimited unrestricted production and the restoration of lost foreign markets. A constructive not a destructive policy.

I have the highest regard for Sec'y Wallace's honesty and integrity. I do not agree with much he sponsors, but I do know he is in a hot spot. Much of these socialistic ventures may have been forced on him by the loose thinkers. I make this assertion, that if an honest vote of his Department was taken, including his county agents, that all these fantastic schemes and folderol would be voted down overwhelmingly.

The Program adopted by the Farmers Grain Dealers National Convention last December as a Program of Progress enumerated three major points:

First, the appointment of an unbiased commission of intelligent dirt farmers with a consulting economist of national reputation and unquestioned integrity to investigate thoroughly and find the facts regarding grain marketing, the relation of cash and futures to price paid farmers and all other factors entering into the situation.

The Commission has been in session for almost two months. It has about completed its stupendous task and will shortly start preparing its findings. These will go to your membership, will be presented to the Secretary of Agriculture, the Agricultural Committee of both Senate and House and to the United States Chamber of Commerce.

The second item of the plan contemplates a national round table conference of all interests, agricultural and business to diagnose scientifically the causes of agricultural distress and to prescribe first temporary remedies and second permanent ones to cure the disease. The first specific step in this direction was taken when your National officers secured the recognition of Mr. H. B. Grommon to represent you at a National Agricultural Conference called in Chicago by the United States Chamber of Commerce. He presented ably and impressively the salient policies laid down by your National Association. Even though they did not agree in entirety with the Sec'y of Agriculture, who was present, some other important moves will shortly develop.

The third and last item on this program is the subject assigned me and a matter very close to my heart over a long period of years. It is the establishment of a National Research Bureau and Laboratory where intensive scientific study is to be made to find in field and laboratory new uses for old and new products, looking to the increasing of the farmer's revenue. To ascertain new methods that may increase consumption at home or reopen lost foreign markets abroad. A program of constructive progress rather than of destruction.

The field of scientific investigation of agricultural products is in its infancy. But I hear some say, why doesn't the government do this. I reply because the laws and appropriations of all agricultural research are to make two blades grow where one grew before, to increase production, not to increase consumption. Who knows but this venture might in its first year discover one major item that would add millions to farm income.

Private enterprises in many lines are doing this research work, seeking selfishly for new developments. The petroleum industry with its petroleum institute at Pennsylvania University has added not millions, but billions, to the incomes of the backers of this project.

How is this to be accomplished? Where is the money to come from to put into operation so pretentious a plan for agricultural research? It is simple. The United States Government will accord to agriculture and the Farmers Grain Dealers Ass'n the same privileges it gives the Petroleum Industry. We are assured that an agricultural research bureau and laboratory can be set up in an agreed western university with the same governmental aid and with scientific investigators assigned by the government for such an undertaking, with your ass'n providing for the services of the best scientific man to supervise and direct the entire work.

It is definitely planned that the subject will be presented to farmers elevator meetings in the midwest states with the recommendation that each company be authorized by its stockholders and patrons to consent to the deduction of a small amount, say 25c per car, or some such amount, which will be held in the local companies' hands and the plan become operative when fifty companies have entered into the agreement. The balance of the companies to be solicited as soon thereafter as possible. Preliminary work and surveys will then start. This fund will then be remitted quarterly to the

National Ass'n to be disbursed by it in support of this work. When the monthly cost of this Research Bureau is definitely arrived at, the per cent of the money deducted to support this work will be adjusted to the total required.

It is also known that many lines of business directly interested in agriculture may desire to contribute, particularly millers, processors and grain men. The benefits would be equal between the farmers and the trade. The plan is practical, definite and businesslike. Judged by its accomplishments in other lines it should prove of immense benefits to every individual farmer and to the entire nation.

The cost to the individual and the company is so small as to be practically nothing but in the aggregate it provides an ample fund to establish the work and make it permanent.

Of what avail are your fertile fields, your rich soil, your up to date methods and crop rotations, if your own industry is to be restricted, regulated and regimented—on your own land, which your hard earned money bought and on which you pay taxes aplenty?

Why not apply your efforts on the other side of this problem, enlarge consumption at home, restore lost markets abroad and permit you to produce as bountifully as nature and your labor permits. The plan calls for all the elements that affect agriculture adversely being studied, definite understanding of the causes and the cure to be properly applied. It also contemplates the necessity of readjusting the tariff to a lower level or by reciprocal agreements so that foreign nations desiring to may be able to do business with us. This should not be political revision, but by business and agricultural expert direction. Such an adjustment will restore much that agriculture has had taken from it.

You cannot lose much, if you local companies are authorized to join this movement. You stand to gain untold benefits in a positive direct way.

Living in the best country under the sun, with the most fertile area in the world, in fact its largest bread basket, with unsurpassed transportation, unexcelled marketing machinery, which is the envy of the civilized world, shall we go back to a crop reduction, reduced income basis (a destructive procedure) or shall we move forward with the indomitable spirit of our ancestors, proud of our heritage and determined on a constructive program of enlarged markets and increased consumption.

The Farmers Grain Dealers Ass'n has planted the flag far out in front for you to rally around. Are you going to do so or are you going to admit defeat, refuse to follow this leadership and see your nature given profession become the field of the peon and the serf.

Gentlemen—the issue has been clearly presented and it is up to you. Opportunity is knocking at your door. God Almighty is working with you and also doing His own adjustment. No man this year will plant or raise anything on a farm which will not only repay him for his labor, but will in addition give him a legitimate margin of profit.

## Farm Products Above Pre-War Prices

Prices of 14 basic agricultural commodities have risen until they now are 24 per cent above the pre-war parity level. At the same time the Bureau of Labor Statistics index shows that food costs are more than 116 per cent of the 1913 level.

Among the basic farm commodities that have passed the pre-war price level are wheat, cotton, corn, hogs, tobacco, sugar, peanuts, rye, flax, barley, grain sorghums, cattle, rice and milk.

The Bureau of Labor Statistics index showed increases above the level of a year ago of 70 per cent for lard, 44 per cent for butter, 34 per cent for pork, 18 per cent for mutton, 23 per cent for eggs, 5 per cent for bread and 4.5 per cent for milk. Vegetables have increased in some classes as much as 22 per cent.

Should the upward tendency continue, a reading of the adjustment law discloses that the A.A.A. will be forced to abandon rental and benefit payments on those products that stay at parity.

Consumers will protest against further boosting of prices by reducing acreage allotments.

The Farmers National Grain Corporation, as already reported, began suit for \$250,000 damages for breach of contract, against the North Pacific Grain Growers, Inc. Now it is reported the defendant will make a counter claim for \$875,000.



R. I. Mansfield, Chicago, Ill.



# Anti-Friction Bearings Reduce Power Cost and Fire Hazards

Dragging a load over uneven ground on a stone boat or the child rolling his hoop over the concrete represent the extreme in maximum friction and the almost total absence of it.

Rotating a shaft in a pillow block may be likened to the dragging of the stone boat, tho the friction has been minimized by the smoothness of the surfaces and the introduction of oil to keep them apart, while the frictionless roll of the hoop parallels the roll of the roller in a roller bearing.

The desirability of substituting rolling friction of rolls or ball bearings was known to the ancients, but could not be put into use in machinery because the machine shops of that day could not manufacture the balls or the rolls with the necessary accuracy. Believe it or not, the fitting of a roller bearing is so accurate the angles of cup, cone and rollers are held to less than the difference between two lines two miles long joined at one end and less than an inch apart at the outer end.

A mechanical device that measures each roll with microscopic and unflinching accuracy insures that every roller in a bearing is of the identical thickness of every other roller in that bearing, so that each roll bears its share of the load.

In the early days friction accounted for more fires in grain elevators than any other cause; and even now 7 per cent of the grain elevator and mill fires are known to have been due to friction. Of the known friction fires in grain elevators and mills one-third have been the result of hot bearings on separator fans and scourers.

Bearing friction not only causes fire loss but adds much to the power consumed in operating machinery. It is estimated that at least 15 per cent of the power bill can be saved by the installation of anti-friction bearings.

Among the lesser advantages following the substitution of anti-friction for plain bearings are increasing the life of belts by reduction of slippage and dripping of oil on belts, reducing expense for lubricants, saving in the cost of the power plant, permitting the installation of more machinery while using the same power plant, or relieving a possible overload on present plant. All these advantages together return the entire cost of anti-friction equipment within two years, after which the saving is clear profit.

Besides the central cone and anti-friction bearing has an outer cup to hold the balls or rollers and a cage to keep the balls or rollers in position between the cup and cone. The different types of bearings are shown in the engravings, for which we are indebted to the Timken Roller Bearing Co. The annular ball bearing is designed to sustain a radial, usually vertical, load. The ball thrust bearing carries a horizontal thrust only. A third style combines thrust and radial load capacity by setting cup and cone at an angle. The straight roller bearing has a load carrying capacity greatly exceeding that of a ball bearing of the same size. The tapered roller bearing combines great radial load capacity with end thrust load capacity in the same bearing. Many of these tapered bear-

ings are used in belt conveyor idlers in large storage grain elevators.

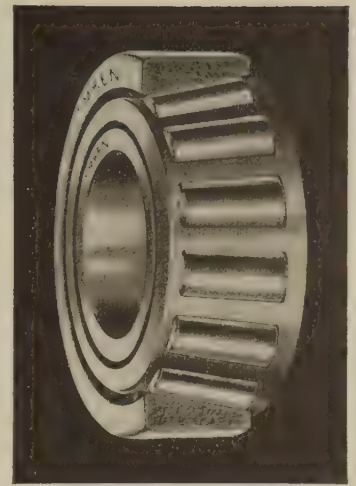
The lubricant in such bearings serves more nearly the purpose of acting as a seal and metal-protecting medium.

When oil is used the housing should be filled to a level sufficient to submerge approximately half of the lowermost ball. With grease, however, more lubricant must be used, the housing being from one-quarter to one-half full.

The selection of heavier lubricants for such bearings should be carried out with the utmost care, for it is very possible to over-estimate the conditions of operation, with the result that an excess of internal friction may be developed.

Wherever there is possibility of oil leakage, or under conditions of dust, dirt or dampness, it may be advisable to resort to a grease as a lubricant. Greases furnish better seals against the entry of dust, dirt and moisture, thereby serving to protect the polished surfaces of the bearing elements in a very satisfactory manner.

When planning a new elevator anti-friction bearings will be specified by the owner or en-



Tapered Roller Bearing

## Hours of Labor in Mill Elevators

Carl F. Dietz, director of the Code Authority for the Flour Milling Industry, on Feb. 19 informed millers on the status of the country mill elevator, in the following bulletin:

For several months we have had under consideration with NRA a modification of the hours provided for grain handlers and believed that on the basis of understandings with the Administration during the code making months, the grain handler hours would be made comparable with those appearing in the Country Grain Elevator Code. A petition we submitted for this modification appeared to have the support of the Administration with the proviso, however, that the modification be limited only to those mills whose grain operations are directly competitive with country grain elevators. We acceded to such proviso and have been momentarily awaiting the approval of this modification.

We are now advised that the Labor Advisory Board is by no means convinced that the mills require any such liberalization of grain handler hours provisions and are seeking further evidence of such need.

What we are asking for is a 48 hour week for grain handlers averaged over any consecutive 13 week period and that in communities of less than 2,500 population, no limitation of hours whatever should prevail.

Our contention is as follows:

That the understanding we have always had with the Administration that the grain handler provision in our Code should be comparable to the Country Elevator Code should govern.

That the competitive situation in communities where mills operate in competition with country grain elevators, makes it essential to be on an equal footing.

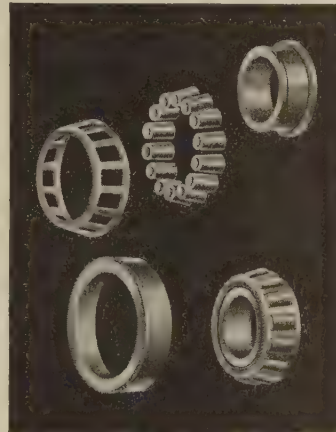
That the service element in small communities to the farmer who brings in his grain at hours convenient to him necessitates longer hours than now provided.

That the averaging period is necessary to take care of peak movements and during which the mill would be at a decided disadvantage in relation to the country grain elevator and to the detriment of the farmer.

That in communities where mills are on the flow of the wheat, they must be in a position to supply themselves when the wheat moves and not be subject to have such movement arbitrarily shunted around them.

That an arbitrary limitation of the kind now provided creates a monopolistic position for a competing country grain elevator.

**Portland, Ore.**—Farmers with dairy cows in the Inland Empire to the number of one thousand were recently sent a questionnaire asking whether or not they wished the state to control the prices of dairy products. In the "am nots" were 265; those in favor were 12 and the balance neutral.—F. K. H.



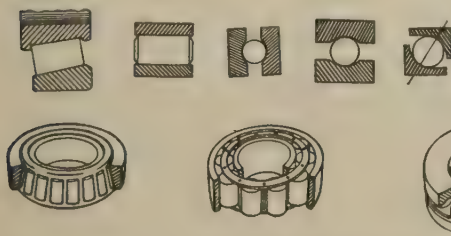
Component Parts of a Tapered Bearing

gineer who has given due consideration to saving in operating costs as offsetting the greater cost of roller or ball bearings over plain bearings. Sleeve bearings have doubled the power requirements of many grain elevators.

Most builders of machines for the grain elevator furnish their machines equipped with ball or roller bearings.

In an old elevator equipped with the old style sleeve bearings a good place to begin the change to the anti-friction style is at the elevator head shaft. This is one of the largest bearings in the house, and consumes so much power that every owner will readily observe the difference. His man in charge will notice that not so many trips to the cupola are necessary, as the anti-friction bearing almost looks after itself. When buying commercial current for the electric motor a gratifying reduction will be observed in the monthly power bill.

Rexford G. Tugwell, it is rumored, will resign from the undersecretaryship of the Department of Agriculture within two weeks.



Left to right: Tapered; Straight Rollers; Ball Thrust; Annular; and Cup and Cone Bearings



## Patents Granted

**1,987,304. Method of Treating Grain with Fluids.** Edward W. Menke, Chicago, Ill. The method of tempering grain which comprises passing the grain thru water, subjecting it to a sub-atmospheric pressure after emerging from the water and while still wet, and passing it again thru water.

**1,989,687. Grain Scalping Mechanism.** Carl C. Gray, Minneapolis, and Harry L. Johnson, St. Paul, Minn. A grain scalping mechanism comprising a pair of rotatable perforated disks forming the sides of a grain receiving chamber, and out through which grain may pass to both sides from the chamber and a floor member disposed between bottom portions of the disks and having oppositely sloped surfaces for directing the grain in the chamber outwardly toward the respective disks.

**1,985,939. Blackboard Eraser Cleaner.** John Cotton Mather, Indianapolis, Ind. The eraser cleaner comprises a supporting base, a motor rigidly secured to the base and having an elongated shaft projecting from one end thereof, a fan housing detachably secured to the motor and in superposed and spaced relation to the base and including an air inlet and an air discharge opening, a fan in housing and mounted upon a portion of extended shaft and rotatable therewith, a beater housing rigid with the fan housing and solely supported thereby in superposed and spaced relation to the base.

**1,990,805. Conveyor.** Mervin L. Watson, Chicago, Ill., and John C. Walter, Cincinnati, assignors to Alvey-Ferguson Co., Cincinnati, O. A sheet metal conveyor roller shell having a body portion and heads formed of a single cylindrical member, the heads being arranged at opposite ends of the body portion and each including an inner ring and an outer ring arranged substantially concentric with each other and with body portion, inner ring forming a bearing seat whose inner surface is arranged to have flatwise engagement with a bearing member insertible into seat, and outer ring being spaced from the body portion and from the inner ring and being connected with body portion and inner ring respectively by reversely arranged curves.

**1,985,167. Grain Cleaning Machinery.** Chas. N. Hatfield, Fountain City, Ind. In grain cleaning machinery, a hopper, upper and lower vibratory shoes having screens, a fan casing, a fan therein, two supporting standards at each side of the machine composed each of upper and lower sections the lower of which are located without the upper sections and having a connecting cross bar for each couple thereof, the cross bars having end notches, the upper sections having reduced extensions fitting in said notches and shoulders resting upon the cross bars, the entire machine being liftable from said cross bars and insertible within the lower standard sections below the cross bars.

**1,989,471. Bag Closing and Sealing Machine.** Daniel Belcher, Minneapolis, assignor to Bemis Bro. Bag Co., Minneapolis, Minn. A rotatable member adapted for continuous rotation and having a plurality of compartments each adapted to receive a filled unsealed bag whose body may be substantially cylindrical in cross-section mechanisms for gumming and folding the bag top walls inwardly over the bag body in closing relation, means for squaring only the upper portion of the bag body at the level of the material therein to facilitate folding the bag top walls, a feeding conveyor, and means for ejecting the bags from the conveyor and delivering them into the compartments, during rotation of the movable member.

**1,990,806. Conveyor Roller.** Mervin L. Watson, Chicago, Ill., and John C. Walter, Cincinnati, assignors to Alvey-Ferguson Co., Cincinnati, O. A conveyor roller body including a tubular circumferential part and end members having circumferential portions integrally united with opposite ends of said part, the circumferential part and end members being formed of sheet steel and each of said end members having serrations in one end thereof and its serrated end bent to form integral outer and inner spaced flanges arranged substantially perpendicular to the axis of the roller and connected with each other by a flange arranged concentric with axis, said flanges forming an outwardly open resilient bearing seat having a back wall.

**1,990,068. Automatic Weighing Machine.** Ansel B. Gibson, Weston, Ont. The combination with means for supplying material to be weighed, of a main weigh beam having a bucket to receive material from the supply, an auxiliary weigh beam acting as an inertia body to oppose the movement of the main beam after a predetermined movement of the latter in the weighing operation, electric contacts rigid with said main and auxiliary beams, and acting in the dual capacity of rigid non-spring impact surfaces and electric conductors between said respective beams, and means controlled by said main and auxiliary beam contacts for effecting a graduated control of the volume of material flowing from the supply to the bucket, said main and auxiliary beams having their respective pivots disposed in true axial alignment to avoid frictional contact between the respective beam contacts to preserve the maximum accuracy of balance.

**1,985,772. Grain Separator.** Marcus A. Erickson and Johannes Groseth, Minneapolis, Minn. A separator comprising a cylinder mounted for rotary movement and having its wall surfaces provided with groups of different sized indentations, means for feeding material to cylinder, a plurality of inclined trough-like members mounted within cylinder and each aligned with a group of indentations, and each member being adapted to receive certain materials carried upwardly by the indentations aligned therewith, means for independently raising or lowering the receiving edges of the members whereby each may be positioned to cause only certain materials to be received therein, and means mounted within one of said members adapted to be positioned to receive elective portions of the material delivered thereto and convey it over said member into a return trough positioned at the opposite side thereof, whereby the elective portions of the material will be returned to the cylinder for further separation.

The tax on grain futures yielded \$308,380.34 in December, against \$576,804.48 in December, 1933.

Exports from South America of cereals are affected by the monetary situation. Credit has been abandoned in Paraguay. Buenos Aires March wheat is quoted at the equivalent of 32 cents gold, per bushel, explaining the heavy shipments to Europe.

## From Abroad

**Argentina** has declared that it will not be a party to any wheat export agreement, according to advices from London Feb. 15.

**Ottawa, Ont.**—The bill establishing a fund of \$90,000,000 for loans to farmers has received second reading in the house of commons.

**Argentina's wheat crop** is unofficially estimated at 220,000,000 to 230,000,000 bus., according to cables from the U. S. representative.

**Italy** on Jan. 28 prohibited the importation of wheat and wheat flours unless subject to quota restrictions or entered under license. Hitherto millers were unrestricted as to the quantity of wheat imported provided all the products were exported.

**Clarence Bourne** and his son, Clarence, of Clown, Derbyshire, England, were committed to the Assizes on conspiracy charges on complaint of the Wheat Commission. Growers agreed to deliver wheat and the Bournes, grain merchants, gave certificates of purchase that were used by the farmers to obtain money, altho all of the wheat so bargained for was not delivered. Failure of the Bournes to cut down or withhold the certificates until actual delivery allowed the growers to defraud the Commission.

**Several corn shipments** from Argentina have arrived in Europe in a deficient condition, it was revealed in a statement issued by the Argentine Ministry of Agriculture, and the exporters have been forced to grant heavy rebates to the purchasers abroad. The Ministry intends to start a campaign for the improvement of the quality of the shipments, and it has been suggested that the growers should refrain from harvesting their crops before they are ripe, as the excessive dampness of the unripe corn makes it unfit for exportation.

## Michigan Bean Shippers Meet

The 42nd midwinter meeting of the Michigan Bean Shippers Ass'n was held Feb. 5th and 6th at the Bancroft House, Saginaw, Mich.

The proceedings began Tuesday evening with an informal banquet and entertainment at which Wm. A. Rorke was master of ceremonies.

GUY M. ROWELL of Yale, Mich., pres. of the Ass'n, responded to the mayor's address of welcome.

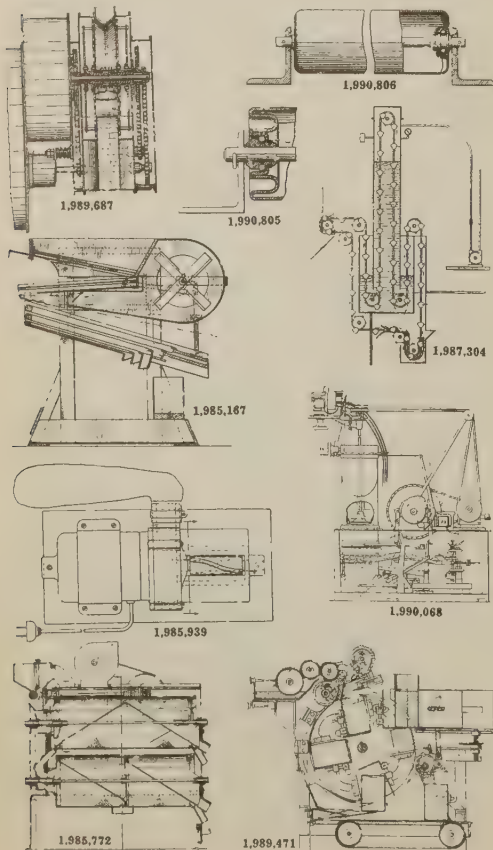
A German band and orchestra enlivened the evening, to which vocal music was added by the Chevrolet male octette.

The 250 diners exceeded the expected number by nearly 100.

PRES. ROWELL Wednesday morning in beginning the business session read a paper outlining the development of the bean industry during the past 40 years. He told of compulsory inspection and other legislation which could do much in protecting the industry against "chisellers" and intruders. He presented the bean industry in its three groups—growers, elevator operator and jobber—and showed the part each must play in recognizing his responsibilities to the other two. Mr. Rowell advanced a plea for the members to suggest some systematic method of raising funds to present to the world stories of how beans may be prepared for the table.

PROFESSOR H. C. RATHER and MR. E. E. DOWNS of Michigan State College, exhibited improved strains of Michigan beans, which the College Farm Crops Department has developed, which seem to have greater resistance to disease and a thicker seed coat.

At the noon luncheon the speakers were Jas. T. Thomson, commissioner of agriculture, and Jas. B. Balch, chairman of the Michigan Public Utilities Commission, while Ernald Bueschlin, chairman of the revisions com'te, reported on proposals for changes in the constitution and by-laws, and Arthur Jarred led a discussion of state legislation.





# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## CALIFORNIA

Orland, Cal.—Bucke's Feed & Grain Store and mill has had new milling equipment and bins installed, increasing the custom grinding capacity about three times. The mill has been in service about eight months.

Stockton, Cal.—The Hazlett Warehouse Co., of San Francisco, has completed a contract with the Port of Stockton for the erection of a \$25,000 bean cleaning plant and warehouse in the port terminal area. Construction has started on the plant, which is to be completed in time to handle this season's crop of beans in August.

Holtville, Cal.—C. P. Denny has purchased the Imperial Valley Milling Co., one of the oldest concerns here, from Homer Davenport, and Clark Butler has been made manager. It is planned to increase the stock and carry a full line of poultry and dairy feeds, seeds, fertilizers and insecticides. Mr. Denny, a pioneer here, is a director of the First National Bank.

Los Angeles, Cal.—A resolution was passed at a recent special meeting of the board of directors of the Los Angeles Grain Exchange, objecting to the removal of the tariff on livestock feed and hay from Canada for the reason that there is enough of these products on the west coast to care for the drought sections. The low rates offered on Canadian hay shipments but not to our own shipments was also opposed. Copies of the resolution were forwarded to Washington, D. C., to the Secy of Agriculture and others.

## CANADA

Winnipeg, Man.—Albert H. Wood, grain dealer of this city, died in a hospital at Fargo, N. D., where he has been a patient for several months, on Feb. 12, at the age of 63 years. The body was taken to Winnipeg for burial. Mr. Wood is survived by his widow and two daughters.

Walkerville, Ont.—The machinery order for the large feed mill now being installed for the Hiram Walker & Sons Grain Corp. here, has been secured by the Duplex Mill & Mfg. Co. thru its Mr. Veatch, who made all plans for the entire job. When completed it will be one of the most up-to-date feed mills in Canada.

## COLORADO

Denver, Colo.—The Colorado Legislature has adopted a 2% retail sales tax as an emergency measure to meet a relief crisis, the measure having been signed by the governor. Another revenue measure, to provide a graduated income tax, has been passed by the lower house but is meeting with opposition in the senate.

## ILLINOIS

Ladd, Ill.—The local feed store formerly operated by Nova Hayes has been taken over by the Barnstable Feed & Supply Co., which held a public opening recently, attended by a large crowd.

Ashkum, Ill.—The Ford-Stout Grain Co. is planning to erect an up-to-date 40,000-bu. elevator on the site of its elevator that was destroyed by fire Feb. 2, as reported in the Journals last number.

Chapman, Ill.—Sunday night, Feb. 3, a warehouse in which was stored 15 tons of baled rye straw and hay owned by J. H. & M. F. Toberman, operators of an elevator here, burned; loss covered by insurance.

Minonk, Ill.—The Terminal Grain Co. (of St. Louis) is installing a 20-ton scale at the former Memmen Elevtr., reported in the Journals last number as having recently been purchased by the Terminal Co. and put into operation.

Depue, Ill.—Mrs. Elizabeth Bryant has turned over the elevator here to Morse Bryant, who has taken charge. The new proprietor will continue to handle grain, coal, lumber and building supplies. He will also do plumbing and heating.

Villa Grove, Ill.—The Villa Grove Farmers Elevtr. Co. is making plans to take down its elevator and use the lumber in building a new one, which will be erected this spring, on practically the same site, and will be covered with galvanized iron.

Springfield, Ill.—The Illinois Commerce Commission on Feb. 20 announced a substantial reduction in the rates of electricity furnished to customers in 52 towns and villages by the Central Illinois Public Service Co., the reduction amounting to approximately \$200,000 annually.

Springfield, Ill.—Gov. Horner, in seeking new revenue for unemployment relief and old age pensions, seems favorably disposed to levy a tax of 4½% on the net incomes of corporations. When taxes on corporations become excessive business will be conducted by individuals and partnerships.

Lostant, Ill.—H. C. Vollmer, an old and prominent citizen here, who operated a grain business in partnership with Frank Ream until his health compelled him to give it up, died at his home here, Feb. 9, at the age of 60 years. He suffered a severe illness three years ago, from which he never recovered. He is survived by his wife and three daughters.

Madison, Ill.—On the morning of Feb. 19 the headhouse of the Western Elevtr., owned by the Seele Bros. Grain Co., of St. Louis, and operated under lease by Louis Dreyfus & Co., of St. Louis and New York, burned, together with approximately 20,000 bus. of wheat. The elevator has 28 concrete bins (its total capacity being 200,000 bus.), none of which seem to have been damaged. Storage at time of the fire was about 90,000 bus.

Pierson, Ill.—The Pierson Grain & Supply Co. is to be re-organized under the Federal Corporate Re-organization Act of last June, under the terms of which the company will be allowed to issue shares of preferred stock to creditors in payment of its debts. These shares will constitute first liens on the assets of the company. The company has liabilities outstanding totaling \$27,000 and frozen assets of approximately \$30,000 in value.

## CHICAGO NOTES

The amendment to the rules of the Board of Trade increasing the commission rate on 1,000-bu. lots of grain for future delivery was lost Feb. 20 by a vote of 164 to 329 against.

As a step toward curtailment of operating expenses, the stock quotation projector in the members' smoking room in the Board of Trade is to be discontinued, effecting a saving of about \$100 a month. New York stock quotations will continue to be posted on the blackboard in the smoking room.

Louis T. Sayre, chairman of the public relations com'te of the Board of Trade, has announced the appointment of Frank E. Hagen, as publicity director of the exchange, with Fred E. Record as assistant. Both men formerly worked on Chicago newspapers. The new appointments become effective upon the termination of the contract with the National Syndicate Service, which has handled the exchange publicity since 1923.

More Limestone . . .  
In Your Community,  
More Grain . . .  
In Your Elevator!  
Write for 1935 Prices  
**LEHIGH STONE CO.**  
Box 67-A, Kankakee, Illinois

The Board of Trade membership of Leon Bloom has been sold and Mr. Bloom, an old member of the exchange, has gone to spend the evening of his life under California skies.

The fourth annual series of educational lectures under the auspices of the Ass'n of Grain Commission Merchants opened Feb. 20, with an address by Richard Uhlmann, vice-pres. of the Uhlmann Grain Co., on "Change of the United States from a Grain Exporter to an Importer." The second talk, date to be announced later, will be given by George Livingston, vice-pres. of the Millers National Federation, on "Causes and Effects of the Present Reduced Flour Consumption." On Mar. 21 W. Sanford Evans, one of the leading grain statisticians of North America, will speak on "Effect of Wheat Consumption on World Prices and World Prosperity." On a date to be announced later, Dr. C. E. Bailey, professor of agricultural Biochemistry, University of Minnesota, will speak on "A Scientist Looks at Wheat." All the lectures will be given at 3:30 p. m., in Room 300, Board of Trade Bldg. Announcement of stations to carry the radio broadcasts of the lectures will be made later.

## INDIANA

Cromwell, Ind.—Coal has been added to the sidelines handled by the Steifel Grain Co.

Kimmell, Ind.—A ½-ton vertical feed mixer has been installed by the Steifel Grain Co.

Yeddo, Ind.—The Yeddo Grain Co. has added a Kelly Duplex Grinding Mill to its equipment.

Paragon, Ind.—The Paragon Lbr. & Grain Co. is using its new Kelly Duplex Corn Cracker and Grader.

Syracuse, Ind.—A new 10-ton Howe Scale with type-registering beam and large deck has been installed by the Steifel Grain Co.

Thurman, Ind.—The New Haven-Thurman Equity Exchange has painted all of the buildings of its Thurman property aluminum.—Ely Walker, mgr.

Brookville, Ind.—John Weber's feed mill here burned early in the morning of Feb. 15; loss, estimated at \$50,000. A quantity of grain in the mill was also destroyed.

Farmersburg, Ind.—A broken fin on the ventilating fan on a 40-h.p. hammer mill motor caused a short circuit, with consequent motor burn-out at the Lash Milling Co.'s elevator here on Feb. 15.

Bicknell, Ind.—We are building a new feed room at our plant here and installing a new corn cracker in addition to our hammer mill, and mixer. Also installing some additional seed cleaning equipment.—O. L. Barr Grain Co.

Westphalia, Ind.—We have constructed a metal clad feed room and warehouse at our Westphalia concrete elevator, installed a hammer mill and are now handling a full line of feeds and seeds at this plant.—O. L. Barr Grain Co.

Indianapolis, Ind.—A called meeting of the board of managers of the Indiana Grain Dealers Ass'n was held on Feb. 22, to consider some legislative bills already introduced which would greatly affect the grain and feed business of this state.

Decatur, Ind.—George T. Burk, of the Burk Elevtr. Co., this city, has recovered sufficiently from his injuries sustained in an auto accident late in November, reported previously, to be brot home from the hospital in Ohio where he has been confined.

Walton, Ind.—The writer was located in Logansport for several years, but kept his home in Walton, which is near by. Last season when the oats crop failed and the truckers took about all the corn, I removed my office to Walton, in order to reduce overhead. I seem to do almost as much from here as from the larger city.—Owen A. Dutches, broker.



Royal Center, Ind.—William G. Sweet, 79 years old, retired grain elevator owner and well known in this part of the state, is dead at his home here. For a number of years he operated grain elevators in northern and central Indiana.—W. B. C.

Princeton, Ind.—The report that Fred Antell's elevator burned on Jan. 28 was an erroneous one. A small dwelling, located about two blocks away and having no connection with the elevator, burned. Mr. Antell recently installed a new McMillin Electric Truck Dump, and had the drives and dump completely remodeled.

LaPorte, Ind.—John Brenton Rupel, former grain dealer here, died at the home of a nephew in Calumet City, Ill., where he was spending the winter, Jan. 28, at the age of 82 years. For many years Mr. Rupel was in the grain business here in partnership with Ransford Messenger. He took an active interest in local civic and church affairs. His wife died 17 years ago.

Attica, Ind.—Jones Bros.' elevator burned during the night of Feb. 20; most of the machinery and equipment was saved; loss will amount to several thousand dollars; insured. At the time of the fire it contained about 500 bus. of grain. Jones Bros. have plenty of room in their other buildings to take care of their business, which will continue as usual without interruption.

Tipton, Ind.—G. G. Davis, well known grain man who operated elevators at Atlanta, Goldsmith and Johnson, Ind., with headquarters at Tipton, died at his home in this city, from pneumonia, Feb. 20, at the age of 69 years. For many years he served as a director of the Indiana Grain Dealers Ass'n. He was a director of the Citizen's National Bank, of Tipton, and was active in civic, fraternal and church affairs of this city. He is survived by his widow and two sons.

## IOWA

Lohrville, Ia.—The Farmers Elevtr. Co. has installed a rubber covered Atlas Leg Belt.

Horton (r. d. from Waverly), Ia.—The Horton Feed Mill, owned by Jay Sivils, burned early this month.

Ashton, Ia.—Repairs and improvements on its elevator will be made by the Farmers Elevtr. Co. in the spring.

Thornton, Ia.—A new 20-ton truck scale was recently installed in the elevator of the Farmers Co-op Co. here.

Lytton, Ia.—The Farmers Elevtr. Co.'s office was broken into recently by thieves, who obtained \$5 for their trouble.—Art Torkelson.

Ft. Dodge, Ia.—Fred Davis, of Davis Bros. & Potter, headquarters Ft. Dodge, and his wife have left on a three months' trip thru the South.—Art Torkelson.

Bradford, Ia.—The Farmers Co-op. Elevtr. Co., of Iowa Falls, has purchased for its local elevator a rubber covered Atlas Leg Belt, cups and Howell Distributor.

Osage, Ia.—At the recent annual meeting of the Osage Grain & Supply Co., Gar Moody was re-elected pres. and Lloyd Swann was elected sec'y to succeed H. F. Willey.—Art Torkelson.

Deloit, Ia.—The Farmers Elevtr. Co. recently held its annual meeting, electing John Henningsen as pres. John Fleming was retained as manager and John Krueger as assistant.—Art Torkelson.

Wesley, Ia.—The Farmers Co-op. Society recently voted a 6% stock dividend and a 2½% patronage dividend, releasing \$5,900 in this immediate community. Edw. Hildman is the manager.—A. T.

Sioux City, Ia.—Edward C. Palmer has been elected pres. of the Terminal Grain Corp., succeeding the late George C. Call, whose death was reported in the Dec. 26 Journals. George R. Call was elected a director.

Ottumwa, Ia.—Mail addressed to the Shenandoah Feed Co. at this point is returned marked "Unknown," altho the press recently reported that this company had remodeled a building here and was now occupying it.

Spirit Lake, Ia.—Ground has been broken by workmen to install a new 20-ton Fairbanks Scale, which will be set in cement, alongside the Anderson Grain Co.'s elevator. This scale will be outside of the elevator and will not be covered. It is the first one the Anderson Co. has installed on the outside.—Art Torkelson, with Lamson Bros. & Co.

West Bend, Ia.—The Farmers Elevtr. Co. recently held its annual meeting. Chas. Thatcher was re-elected director and the board elected him pres. Rolland Jurgens, manager of the elevator, read his annual report.—A. G. T.

Sheldahl, Ia.—Stockholders of the Sheldahl Farmers Grain Co. recently voted to take down the present elevator and erect a new one on the same site, to be of larger capacity than the old one. Work will start as soon as weather permits in the spring.

Villisca, Ia.—Charged with breaking and entering the F. S. Pierson grain and coal yard the night of Feb. 5, Floyd Steward, 17, and Dale Brewer, 16, have been arrested. They admitted they were preparing to carry feed from the yard. Both boys are under parole from a sentence for entering Tyler Bros. warehouse several months ago.

Clutier, Ia.—The Z. & L. Milling Co., managed by Dewey Lorenzen, has resumed operation of the big feed grinder in the Melvin Mundt Elevtr. here. The milling company did a big business at the elevator a few years ago, until a portable mill was put into service, the operator of which has now moved from Clutier and discontinued his service.

Kamrar, Ia.—B. G. Sniffen, manager of the Farmers Elevtr. Co., has made an enviable record during his nine years at the head of the concern. At the recent annual meeting a 4% dividend was paid, the first in 13 years. When Mr. Sniffen took over the managership the elevator was \$26,000 in the "red." The entire indebtedness has been paid, allowing the dividend this year.—Art Torkelson.

Goldfield, Ia.—The office of the Farmers Elevtr. Co.'s elevator was entered between closing time Saturday night, Feb. 9, and Monday morning, the dial knocked off the vault door, but no money was found by the thieves, who took an adding machine and the radio tubes. Desk drawers were opened and papers strewn over the floor. Entrance to the office was gained by forcing a window.

Des Moines, Ia.—The writer is severing all connections with the grain trade and moving with his family to a farm near Mason City, Ia., where we will actively engage in farming. I will miss contacting my many friends in the grain business, and take this opportunity of expressing my appreciation for the many courtesies and kindnesses extended by various ones on the old Grain Dealers Journal. These associations were very happy ones to me, and I will, no doubt, long remember them.—E. G. Cool, Sargent & Co.

Boydton, Ia.—The Farmers Co-op. Ass'n recently held its annual meeting, at which it was announced the company had grossed almost a million dollars, the actual gross being \$902,753.71. A 10% dividend was declared on all gas and oil purchases, and a 10% dividend on capital stock. The entire board was re-elected. Edw. Diekevers is general manager and manager of the oil and lumber department; James Smit is manager of the grain and feed division, and John Vaner Haar is manager of the livestock department.—A. Torkelson.

Scranton, Ia.—J. S. Stewart, manager of the Farmers Elevtr. Co.'s elevator here for the last 15 years, has resigned, effective Apr. 1, at which time he will become manager of an elevator at Clarion, Ia. His wife and daughter will move to Clarion at the end of the school year. Under the management of Mr. Stewart the large indebtedness of the elevator has been wiped out, since which time dividends have been paid each year, improvements added at the elevator and a few years ago the company bot out its only competitor and now stands alone in the local field.

## KANSAS

Selden, Kan.—George Greenberg is now manager of the Hart Lbr. & Grain Co.'s elevator here.

Hutchinson, Kan.—The William Kelly Milling Co. sustained damage to its electrical equipment on Jan. 16.

Wichita, Kan.—New members of the Board of Trade include B. K. Smoot, of the Smoot Grain Co., Salina, and J. R. Miller.

Great Bend, Kan.—Having recovered from an illness of several weeks, E. B. Harris, carlot grain buyer for the Walnut Creek Milling Co., is back on the job again.

Kingman, Kan.—Lawrence McKenna has bot A. E. Wooldridge's interest in the McKenna-Wooldridge Grain Co. and the business will now operate under the name of the McKenna Grain Co.

Sylvia, Kan.—The old elevator building owned by the Mid-West Grain Co. is being razed. The company had two elevators here, but had not been using the east one on account of its dilapidated condition.

## KENTUCKY

Brandenburg, Ky.—Robert Ditto opened a new feed mill here this month, having installed a hammer mill in the Emmett Coleman shop.

Richmond, Ky.—The J. W. Zaring Grain & Mill Co. incorporated; incorporators: Mrs. Addye Steele Zaring, Carlisle Maupin and Allen H. Zaring. This is an old, established company.

Henderson, Ky.—R. N. Culver, who, for years, operated a flour mill at Morganfield, which burned some time ago, has joined the J. L. Nicholson organization here as manager of the feed mill, the latest of the Nicholson enterprises, to which a flour mill may be added, it is reported.

Louisville, Ky.—James Trout, of Indianapolis, Ind., on Feb. 20 was sentenced to death in the electric chair, after being convicted by a jury of armed robbery. He was accused of holding up Ballard & Ballard Co.'s office, on Dec. 10 (as reported in the Journals Dec. 26 number), and taking \$433, and is the first man to be convicted under the new Kentucky law imposing the death penalty for armed robbery.

## LOUISIANA

New Orleans, La.—Following a sudden heart attack at his home in this city, on Feb. 11, death took Jack Murphey, cottonseed products broker and pres. of the Jack Murphey Co., Inc., of this city. Mr. Murphey, who was 53 years of age, is survived by his wife and one daughter.

Eunice, La.—Eunice is to have a new rice mill shortly, costing nearly \$20,000, located in the old Fruge Warehouse, the complete plant having already been shipped from Germany, it is said. The mill will be operated by the Sabatier interests, who formerly operated a rice mill at Iota, La., and will be known as the Eunice Rice Mill. Asa Buller, who has been associated with the Fruge Warehouse as manager, will remain with the new concern, being manager of the rough rice department.

## MARYLAND

Baltimore, Md.—At the annual meeting of the board of directors of the Baltimore Chamber of Commerce officers were chosen as follows: For pres., Eugene Blackford (re-elected); vice-pres., Eugene H. Beer, and sec'y-treas., James B. Hessong (re-elected).

**Specialists in  
Ventilating Grain Elevator Legs and Grain Storage Bins**

**HH ROBERTSON CO**  
BUILDING PRODUCTS BUILDING PRODUCTS  
**PITTSBURGH, PA.**

District offices in Chicago, St. Louis, Minneapolis and other large Cities  
ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF



Cumberland, Md.—Martin L. Johnson, grain, feed and flour broker here, now has associated with him Miss Pearl Shade, who has a wide trade acquaintance in this market.

## MICHIGAN

Gilford, Mich.—The Wallace & Morley Co. sustained windstorm damage to its property on Jan. 17.

Brown City, Mich.—The Eureka Elvtr. Co. has completed the installation of a Kelly Duplex Ear Corn Crusher and Feeder ahead of its hammer mill.

Elmdale, Mich.—Erin Johnson, of Elmdale, has purchased the local elevator of the R. H. Ryan Grain Co., of Lansing, Mich., and will install a new feed grinding machine.

Northstar, Mich.—F. H. Moulton, for the past three years manager of the Northstar Elvtr., has resigned to return to Bannister, his former home, where he will engage in a general sales business.

Detroit, Mich.—The Van Arman Cereal Co. formed here last year, expects to start production early in April of chicken and stock feed, malt flakes, corn meal, corn grits, crude corn oil and corn sirup.

Hart, Mich.—Clarence Quist and George Lindgren, both 21 years of age, have admitted theft of over 1,500 pounds of beans from the M. R. Fuller warehouse on Jan. 18. The beans were sold to the Hart Farm Buro store and Thomas Ford, of Shelby.

Blissfield, Mich.—Our improvements here the past year included installation of a 20-ton truck scale, new coal sheds and remodeling of our office, making it larger and putting in a large display window. We have no reason to complain about our business the past year.—Blissfield Co-op. Co., J. C. Kitter.

Beaverton, Mich.—An elevator here owned by the Beaverton Elvtr. Co., Ronald Ross manager, burned at 4 a. m., Feb. 14; loss estimated at \$50,000; partly insured. A large quantity of corn, oats, rye and beans was destroyed also. The company owns another elevator here, in which it will carry on its business until a new elevator can be erected.

Charlotte, Mich.—The Square Deal Co-op. Elvtr. Co. has voted to sell its holdings to the Farmers Elvtr. Co., which has rented the plant and financed its operation for the last nine years and which owns the entire stock of grain, feed, coal and agricultural supplies. The Farmers Co. will continue to operate under the management of E. W. Nelson and no change in plan or policy is contemplated.

## MINNESOTA

Hawley, Minn.—A new wheat cleaner has been installed in the Hawley Flour Mills.

Duluth, Minn.—A local branch of the Farm Service Stores (a subsidiary of General Mills), managed by W. E. Bright, was opened on Feb. 6.

Bird Island, Minn.—The Farmers National Grain Corp.'s elevator here has been taken over by a local co-operative elevator company formed for that purpose.

Argyle, Minn.—Consideration is being given by the Farmers & Merchants Elvtr. Co. to reorganization under the co-operative plan when its present charter expires.

Minneota, Minn.—Hans Thompson, of Belview, Minn., has been appointed manager of the Dahl Elvtr. Co.'s elevator here, and has moved his family to this point.

Minneapolis, Minn.—Harry H. Foreman, 59 years of age, a state weigher in the Minneapolis grain weighing department, died Feb. 10. He is survived by one daughter.

Owatonna, Minn.—The implement department of the Owatonna Farmers Elvtr. & Merc. Co. has been purchased by Charles J. Ost, who has been managing it for the past six years.

Minneapolis, Minn.—Friends of William C. Wheeler, pit man for the Continental Grain Co., will be glad to learn that he is fast recovering from a serious throat trouble that made it necessary for him to go to a hospital.

Minneota, Minn.—L. V. Dahl, of the Dahl Elvtr. Co. here, a charter member of the Western Grainmen's Ass'n, and a former pres. of the Northwest Feed Dealers Ass'n, died of monoxide poisoning, Feb. 10, in the garage at his home in Marshall. Mr. Dahl, who was 42 years of age, is survived by his widow and one son.

## MISSOURI

Watson, Mo.—I rented my elevator to J. A. Gray, who operates it now.—M. A. McNeal.

Belle, Mo.—The Belle Roller Mills have been re-opened after undergoing a complete overhauling and installation of new machinery. J. Frank Tynes is manager.

St. Charles, Mo.—We are operating the elevator formerly operated here by the Farmers National Grain Corp. We took charge of same June 1, 1934.—St. Charles County Grain Growers, E. F. Savage, ass't mgr.

Jefferson City, Mo.—All country elevators in Missouri will be required to take out a license and submit to regulations drafted by the State Warehouse Commission if a bill introduced in the State Legislature becomes law.

Polo, Mo.—Vester Arnote, a heavy stockholder in the corporation, has been appointed manager of the Polo Elvtr. Co.'s elevator, which has been without a manager since the resignation of R. H. McCollough, more than two years ago.

Kirkville, Mo.—The feed mill room in the M. F. A. Bldg. was badly damaged by fire (probably caused by a gasoline engine) shortly after the big motor had been stopped at 5 p. m., Jan. 25. All the machinery except the fanning mill was ruined, also a large quantity of feed. Loss, about \$4,000; covered by insurance.

Kansas City, Mo.—Fred W. Lake, reported in the Journals last number as having resigned his position as vice-pres. and general manager of the local office of the Farmers National Grain Corp., has been elected vice-pres. of the Continental Export Co., of this city, and will take up his new duties Apr. 1. In the meantime he will spend a vacation in the South.

Higginsville, Mo.—The Missouri Grain Dealers & Millers Ass'n has published a 1935 directory, which is considered as complete a list of dealers as can be gotten out. This is the first one published in Missouri since 1931. Copies may be had at \$5 each by addressing A. H. Meinershagen, sec'y-treas., Missouri Grain Dealers & Millers Ass'n, Higginsville, Mo.

Kansas City, Mo.—A small plant for the manufacture and distribution of cereal products is being established here by F. P. Kiewit, who has been in the same business in Portland, Ore. Ten persons will be employed. Mr. Kiewit has leased the ground floor and basement of a fire-proof building on Main St., comprising about 6,000 square feet, in which he is installing equipment.

Warrensburg, Mo.—Martin Abrahams, who managed the Culp Elvtr. here for Mrs. Culp for over six years after the death of her husband, and also managed it for J. A. Innes and his son after Mrs. Culp sold out to them about a year and a half ago, plans to open a business of his own soon. On Mar. 1 he will have possession of a building on Holden St. in which he will open a feed store, handling feed, grain, field seeds and flour.

## ST. LOUIS LETTER

In celebration of their 35th wedding anniversary, E. C. Dreyer, pres. of the Dreyer Commission Co., of this city, and his wife are taking a trip to Mexico.

Henry Hunter, who recently passed his 86th birthday, and M. J. Connor his 84th, were presented with flowers, on Jan. 12, after the close of the market, by the membership of the exchange, Mr. Hunter and Mr. Connor being two of the oldest members. Both of them are to be found daily on the floor of the exchange.

The drive for memberships in the Merchants Exchange that was recently inaugurated, as reported in the Journals Jan. 23 number, is going over so well that it has been extended for 30 days. Latest reports show a total of 171 new members.

Edward Burgert, assistant foreman of the dry grain department at Anheuser-Busch, Inc., was killed, on Jan. 30, and his brother Charles, also employed in the same department, was injured when the automobile in which they were driving to work skidded on some ice on the street and was overturned. Henry Bade, another employe in the brewery company's grain department, who was driving the car, escaped uninjured.

## MONTANA

Highwood, Mont.—Co-operative elevator companies have been formed here and at Ledger, Mont., and have taken over the local elevator facilities of the Farmers National Grain Corp.

Three Forks, Mont.—C. E. Chryst has purchased the local elevator from the Farmers National Grain Corp., has remodeled and cleaned it and reopened it. It has been closed for some time. Francis Fisher is associated with Mr. Chryst in the business. A grain, hay and feed business will be conducted and feed grinding done.

## NEBRASKA

Deshler, Neb.—The Deshler Farmers Union Co-op. Creamery recently voted to purchase the Deshler Farmers Elvtr. Co.'s elevator.

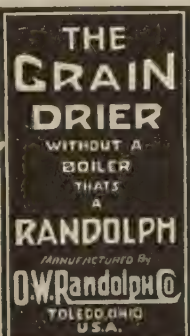
Hastings, Neb.—Plans for the 80,000-bu. elevator to be erected for the Nebraska Consolidated Mills have been completed by Horner & Wyatt.

Alliance, Neb.—On Feb. 5 the implement warehouse of George Neuswanger (grain dealer) was totally destroyed by fire of unknown origin, with considerable damage to stock.

Omaha, Neb.—Harold Roth, who, for a number of years, was in charge of the grain department of the Omaha Flour Mills Co., and for the past three years has been in charge of western sales, has been made general sales manager by the company.

Shelton, Neb.—A. F. Bills, 76 years of age, a resident of this community for over 60 years, died at his home here, Feb. 6, following an illness of several weeks. He was manager of the Farmers Elvtr. Co.'s elevator for a number of years, and he also engaged in the buying and selling of grain on his own account. His wife, four sons and two daughters survive him.

Hastings, Neb.—The Farmers Grain Co., of Hastings, does not operate any longer. Our company had the elevators belonging to the Farmers Grain & Supply Co. leased for several years, and D. E. Minor was in charge, but since July 1, 1934, we have not operated them. We do not operate any country elevators at this time.—Nebraska Consolidated Mills Co., C. E. Dinsmoor, mgr. [As reported in the Journals last number, the Farmers Grain & Supply Co. will operate its seven elevators that have been leased.]




# RANDOLPH DRIERS

FOR

## Grain, Soya Beans, Rice

AND

## Dehydrators for Alfalfa, Sweet Corn and Vegetables





## NEVADA

Carson City, Nev.—The state legislature is considering a bill that would levy a 3% tax on gross receipts of business establishments in the state. About \$1,000,000 would thus be raised annually, one-half of which would go into the general fund and the balance be divided between the school fund and the old-age pension fund.

NEW ENGLAND  
BOSTON LETTER

A shipment of 1,000 bags cottonseed meal was exported from Boston on the steamer Yarmouth, weighing 100,000 pounds and destined for Yarmouth, N. S.—L. V. S.

Moses F. Wilbur, many years in the grain and hay business, died Feb. 21, at the home of his daughter, Mrs. Otto H. Berchtold, at Westford, at the age of 84. Mr. Wilbur was widely known thruout the trade.—L. V. S.

Albion Heywood Brown, 86, widely known in the New England feed and flour trade, and actively engaged in his wholesale business, died at his home in Newton Highlands, Mass., Feb. 14, from cerebral hemorrhage. He founded the firm of A. H. Brown & Bros., with offices in the Boston Grain & Flour Exchange. He had been in business for a half a century and was one of the oldest members of the Grain & Flour Exchange. Born in Winslow, Me., Apr. 29, 1849, he came to Boston as a lad and worked in various lines of business until he founded the business that bears his name. He is survived by a widow, a son, A. Morrell Brown, a daughter and two brothers, Leroy S. and Fred H., who have been associated with him in business.—L. V. S.

The Boston Grain & Flour Exchange is completely organized for the ensuing year, following appointment of various com'ites by the new directors, following the annual meeting and election Feb. 5. The directors met about a week later and named the com'ites and re-appointed Louis W. DePass sec'y and Frank W. Wise treas. for the eleventh consecutive year. Both men have held those positions since the exchange was organized. Grain and feed men predominate in the com'ite membership. The finance com'ite is: Carl J. B. Currie, chairman; Herbert L. Hammond, and William M. Wise. Trustees of the permanent fund are: Dean K. Webster, Elmer E. Dawson and Paul T. Rothwell. Trustees of real estate: Lyman G. Smith, B. J. Rothwell and Robert S. Wallace. Com'ite on banks and banking: B. J. Rothwell, chairman; Henry L. Atwell, and Charles M. Cox. Trade Com'ites are: Grain, Alex S. MacDonald, chairman; George H. Hopkins, and Edward J. Donahue; flour, H. S. Leviston, chairman; Leon H. Davis, and Nathan F. Silbert, arbitration. R. C. Bacon, chairman; Carl J. B. Currie, Herbert L. Hammond, Otis E. Lapham, and Alex S. MacDonald.—L. V. S.

## NEW YORK

Roslyn Heights, N. Y.—Nassau Grain Co., incorporated; capital stock, \$15,000; to operate grain elevators.

New York, N. Y.—It is expected that trading in tobacco futures on the Produce Exchange will start in a short time.

Buffalo, N. Y.—A blow torch was the cause of a fire which damaged stock of the Russell Miller Milling Co. on Feb. 5.

Olean, N. Y.—Following an operation performed in January, M. L. Walldorf, treas. of the New York State Millers Ass'n and a director in the Mutual Millers & Feed Dealers Ass'n, died this month, after it was thot he was on the road to recovery. He was 72 years of age.

Albany, N. Y.—A bill has been introduced in the state assembly which would compel all co-operative farm organizations to file a detailed account of receipts and expenditures with the department of agriculture and markets. Nine years ago a bill similar to this was introduced but failed. Sponsors of the present bill claim that farmer members of some of the co-operatives are prevented from learning details of the finances of the organizations that are supposed to serve them, and state that citizens of the State of New York have a right to know whether or not the sums of money raised and used in the name of the farmer are used to his advantage.

Buffalo, N. Y.—The plant of the Quisenberry Milling Co., which has been inactive for two years, has been purchased from the estate of M. P. Reilly by Earle McConnell, operator of the McConnell Grain Co., of this city for the past 21 years and a member of the Corn Exchange. As soon as the plant can be put in good condition it will be used for feed milling, producing about 25 cars of feed a day. Mr. McConnell and his son, W. W. McConnell, own and operate elevators in McGuffey and Alger, O., the houses being managed by the son.

Buffalo, N. Y.—Daniel L. Sprissler, local manager of the Bunge North American Grain Corp. since last June, also a member of the Buffalo Corn Exchange, died Feb. 8, at his home in Hamburg, N. Y. Mr. Sprissler, who was 64 years of age, was well known to grain and feed men, having been traffic manager for the United States Grain Corp. and later for C. A. Kennedy & Co. When the latter company bot the Wheeler Elvtr., in 1923, Mr. Sprissler became sec'y and manager of the company formed to operate the elevator, the company being known as the Transit Forwarding Co. When Kennedy & Co. sold their interests in the Transit Co. in 1928, Mr. Sprissler joined the Atlas Grain Elvtr. Corp. in the capacity of manager, which position he held until last June, when he was appointed manager for the Bunge Corp., which also operates the Connecting Terminal Elvtr. Co.

## NORTH DAKOTA

Arthur, N. D.—The Farmers Elvtr. Co. sustained a property damage loss on Jan. 25.

Monango, N. D.—The Monango Elvtr. Co.'s office vault was forced open recently by night prowlers.

Temple, N. D.—Iver Solberg has purchased a feed grinder and installed it in the elevator of the International Elvtr. Co. here.

Temvik, N. D.—Temvik Flour Mills have added a Kelly Duplex Hammer Mill, furnished by the Duplex Mill & Mfg. Co. to their equipment.

Grand Forks, N. D.—The O. A. Nelson Elvtr., at Tioga, N. D., is a recent new member of the Farmers Grain Dealers Ass'n of North Dakota.

Flasher, N. D.—It is reported that a Farmers Union Elvtr. Co. is being organized here, and that a temporary board of directors has been elected.

Belfield, N. D.—Fire reported as probably being of electrical origin slightly damaged the elevator of the Belfield Farmers Union Elvtr. Co. on Jan. 19.

Jamestown, N. D.—Prosper J. Naze, former manager of the Occident Elvtr. Co.'s elevator here, died in his home in this town on Jan. 30, at the age of 59 years. His widow survives him.

Kathryn, N. D.—The large burglar-proof safe that was formerly in the old Farmers Bank Bldg. has been purchased by the Farmers Elvtr. Co. and moved to the elevator, in the hope that it will prevent future burglaries.

Stanton, N. D.—The office building of the Powers Elvtr. Co. burned at 6 p. m., Jan. 18, but with the aid of the fire truck and the carrying of hundreds of gallons of water by men, women and children volunteers, the elevator was saved.

Brocket, N. D.—In the fire that destroyed the Equity Elvtr. & Trading Co.'s elevator (probably caused by an office stove), as reported in the Journals last number, stock of the Farmers National Grain Corp. was also damaged and exposure to this fire slightly damaged the paint on Elvtr. No. 2 of the Brocket Grain Co.

Local co-operative elevator companies have been formed at the following points, all in North Dakota, for the purpose of purchasing the elevator facilities of the Farmers National Grain Corp. at these points, and expect to take over these facilities on July 1: Aneta, Buffalo Springs, Burt, Dazey, Elgin, Enderlin, Hensler, Litchville, McKenzie, Nortonville, Pickardville and Pickert. Co-operative companies will soon be formed at other points where the Farmers National owns elevators, and negotiations completed in time for the new companies to handle the 1935 crop. In these sales no cash down is required, and payments are to be made in equal installments over a period 10 years, with interest at 3%.

## OHIO

Englewood, O.—The Englewood Elvtr. has its new Kelly Duplex Feed Mixer in operation.

Enon, O.—Installation of an overhead truck lift is contemplated for this spring by Beard's Elvtr.

Rogers, O.—On Jan. 16 wind damaged the roof of the frame elevator of W. Wayne Rudibaugh.

Carey, O.—The office safe of the Farmers Elvtr. Co. was broken into recently and about \$65 stolen.

Green Springs, O.—The Green Springs Co-op. Ass'n contemplates installation of a 20-ton truck scale.

McGuffey, O.—The McGuffey Elvtr. office was entered by petty thieves recently, who stole the company's radio.

West Jefferson, O.—John Murray & Son have installed a McMillin Electric Truck Lift in the driveway of their elevator.

Osborn, O.—The Osborn Co-op. Grain Co. contemplates adding farm implements to its list of side lines.—R. E. Crone, mgr.

Mt. Gilead, O.—Wagner Bros. recently installed in their elevator a corn sheller furnished by the Sidney Grain Mch'y. Co.

Hume, O.—C. C. Craig, for several years manager of the Hume Equity Exchange, has bot the properties, and now owns the business.

Troy, O.—G. N. Falknor Sons, locally managed by Ed S. Falknor, have purchased a 1½-ton 6-wheel Chevrolet Truck for local hauling.

Arlington, O.—The Arlington Elvtr. & Supply Co. plans installation of a seed cleaner and re-arrangement of some of its other machinery.

Athens, O.—The F. J. Beasley Co. has its new feed mill in operation. It has just installed a Kelly Duplex Hammer Mill and Kelly Duplex Feed Mixer.

Elmore, O.—The Elmore Farmers Elvtr. Co. has installed a McMillin Electric Truck Lift. Installation of large scales for weighing trucks is contemplated.

Troy, O.—Russell Allen is the present general manager of the Allen & Wheeler Co. (operating an elevator and mill here), taking the place of Charles Stewart.

Hilliards, O.—Paul G. Wood, who at one time operated grain elevators at this point and at Lilly Chapel, O., died at the University Hospital, Columbus, O., Feb. 1, at the age of 61 years.

Westville, O.—By cutting a hole in the front door burglars gained entrance to the office of the Westville Farmers Co-op. Grain Co., last month, but their loot consisted only of a few cigars and a screwdriver.

Millersville, O.—Charles Kortier, formerly of Lakewood, O., will have charge of the elevator here, which has been remodeled. The only elevator at this point is one formerly operated by C. P. Hughes, which has been closed for some time.

Lebanon, O.—Lewis & Drake, Inc., whose elevator, warehouse and office building burned in November, as previously reported, this month moved into their new office building, erected on the site of the old one. The rebuilt warehouse has been occupied for a number of weeks.

Troy, O.—Don Falknor, son of Ed S. Falknor, who manages the Troy elevator of G. N. Falknor Sons, associated with his dad in the operation of the Troy elevator, changed the name of Marjorie Flory, of Troy, to Falknor on Valentine's Day. The trade wishes him all kinds of luck.

Lindsey, O.—G. I. Johnson, for a quarter century associated with the Farmers Merc. & Elvtr. Co. as bookkeeper, passed away suddenly on Jan. 18. The traveling public who knew him well sympathize deeply with the bereaved widow, who has been hired by the company's directors to take his place.

Toledo, O.—A proposal to secure a mooring basin for the Toledo harbor has been passed on favorably by the com'ite on rivers and harbors on the Great Lakes, and, if it passes the appropriations com'ite at its next session, Toledo will have an excellent storage place for large shipments of grain which can be tied up here for the winter. W. A. Boardman, sec'y of the East Side Iron Elvtr. Co. and member of the Board of Trade, has been devoting his efforts to this proposal.



Rawson, O.—Wind damaged the siding on the elevator building of O. W. Cole on Jan. 15.

Osborn, O.—O. B. Armstrong has installed a G. E. Motor to drive his elevator leg, has put a separate motor drive on his McMillin Traveling Truck Lift, and has added a 1-ton Sidney Vertical Feed Mixer with 5-h. p. G. E. Motor and tex-rope drive to his equipment. The elevator driveway has been extended to protect the scale pit from rain, and a 1,000-bu. ear corn crib built as a part of this extension. Installation of a corn cracker and grader, and a corn meal sifter is contemplated.

## OKLAHOMA

Yukon, Okla.—The office of the Yukon Mill & Grain Co. has just been dressed up with a new coat of paint.

Hennessey, Okla.—Contract has been let for the construction of a concrete addition to the elevator of the Farmers Elevator & Co-op. Ass'n here, to have a capacity of 100,000 bus., practically doubling the plant's capacity. Work will start on the addition early in March.

Stillwater, Okla.—A short course in grain grading will be given at the Oklahoma A. & M. College here from Mar. 4 to 9. The course is planned for elevator operators, grain buyers, flour mill operators, farmers and others who are interested in the grain business. The grain standardization division of the Federal Department of Agriculture will co-operate with the college in the course. No charge will be made for taking the course.

Enid, Okla.—Construction work started during the second week of this month on the 700,000-bu. re-inforced concrete connecting addition to the Union Equity Exchange's terminal elevator here, the Burrell Eng. & Const. Co. having the contract, as reported in the Journals last number. This addition will give the Union Equity a total of 1,200,000 bus. storage capacity here. Work will be rushed so that the new facility will be able to handle the coming season's crop.

## PACIFIC NORTHWEST

Clyde, Wash.—A 135,000-bu. elevator will be built here by the Walla Walla Grain Growers, Inc.

Monmouth, Ore.—A. F. Elkins and his sons are installing a grain elevator on their farm near here.

Port Orchard, Wash.—Herman G. Wolfer, a member of the Pacific Northwest Feed Ass'n, who conducted a feed store near here, died Jan. 20. Mrs. Wolfer is continuing the business.

Olympia, Wash.—Two bills regarding the state N. R. A. Act have been introduced in the legislature, and on Feb. 16 were reported to be in com'ite, at which time another bill was said to be on the way.

Olympia, Wash.—H. B. 237 now before the legislature would increase business tax rates and is strongly opposed. It will probably be amended. A straight Ohio plan retail sales tax with "pass on" features, introduced by Senator Lovejoy, is being supported by trade groups.

Walla Walla, Wash.—The Walla Walla Farmers Agency, one of the oldest grain and feed businesses in southeastern Washington and one of the largest in this district 20 years ago, is going out of business and has filed a petition for dissolution. It recently sold its feed business to a local farmers' co-operative.

Portland, Ore.—The Portland Grain Exchange held its annual meeting on Feb. 11, re-electing its directors as follows: Walter Johnson, William A. Kearns, A. Chrystal, Paul Ostroot, Ben Greer, Floyd Roberts, Harold Sanford and Preston Smith. At the directors annual meeting the officers were re-elected as follows: Pres., Preston Smith; vice-pres., Floyd Roberts; sec'y, Walter Johnson; treas., W. A. Kearns.

Walla Walla, Wash.—Walla Walla Grain Growers, Inc., have purchased all the grain handling facilities in this vicinity of the Farmers National Warehouse Corp., including the 110,000-bu. concrete elevator here, the 85,000-bu. elevator at Milton-Freewater, the 45,000-bu. elevator at Dixie, two warehouses here near the elevator, with 30,000 square feet of floor space, one adjacent to the Dixie elevator and one at Springcreek, about eight miles northeast of Walla Walla. Some additional bins are to be added to the concrete elevator here.

Eureka, Wash.—Plans have been drawn for a 100,000-bu. wood elevator here for the Walla Walla Grain Growers, Inc.

Olympia, Wash.—The Governor's budget is being severely criticized and will probably be considerably trimmed before adoption. One high-salaried official is asking for an additional \$150 a month, another now receiving \$750 a month is asking \$250 additional. Total proposed salary increases are over \$3,000,000, which represents a 30% increase; total increase for "transportation" for state employees is 300%; "state autos, repairs, replacements and parts" is proposed to be increased 700% over the last two years; state employees' "subsistence and lodging" is proposed to be increased 33%, and their "gasoline and oil" 100%.

Seattle, Wash.—Marking the seventy-fifth anniversary of the birth of the late Charles H. Lilly the business which bears his name entered into the fiftieth year of its existence here. During these years the company has had a prominent place in the life of the agricultural development of the Pacific Northwest. From the production and distribution of dairy and poultry feeds it early expanded into the seed and fertilizer business and is now active in the seed markets of the entire world. Mr. Lilly's two sons, Henry Wilmut and Farwell Platt, have been identified with the business for years. W. H. Lilly is president and Farwell P. Lilly is vice-president.—F. K. H.

Salem, Ore.—House Bill No. 93, now before the Oregon Legislature, provides that the county agent of any county within the state may, upon the request of a producer desiring to sell any of his agricultural products within the county, inspect and issue a certificate of inspection "which inspection shall be in lieu of any and all other inspections required by the laws of the state of Oregon." Thus a farmer may get an inspection of his grain from the county, and on the basis of this inspection sell it to the country elevator, which in turn would sell it to the terminal elevator, still upon the basis of the county inspection, which according to this law would be an established grade. Thus both the country and terminal grain merchants would be laid open to inefficient inspection.

Bonnors Ferry, Ida.—T. E. Lavin, proprietor of the Bonners Ferry Grain & Milling Co., has sold his business and plant, consisting of elevator, warehouse and mill, to the Boyd-Conlee Co., of Spokane, Wash., possession to be given Mar. 1. The new owners will continue the business under the old name, and W. L. Casey, who has been the local representative of the Boyd-Conlee Co. for the past eight years, will manage the business. For several years the Boyd-Conlee Co. has leased warehouse space here from the Bonners Ferry Lbr. Co., using the dry sheds of the latter company for the storage of grain. The new owners of the Bonners Ferry Grain & Milling Co. plan to increase the warehouse capacity to 150,000 bus., provide a plant for the cleaning and storage of seed peas, increase the capacity of the flour mill and also of the feed mill, manufacturing every variety of stock feed. Mr. Lavin will take a long vacation in an effort to improve his health.

Salem, Ore.—Senate Bill 106 would amend the law regarding negotiable warehouse receipts to read as follows: "Sec. 71-239. A negotiable receipt may be negotiated (a) by the owner thereof; or (b) by any person to whom the possession or custody of the receipt has been intrusted by the owner, by any person in the possession of the same, however such possession may have been acquired, if, by the terms of the receipt, the warehouseman undertakes to deliver the goods to the order of such person (to whom the possession or custody of the receipt has been intrusted), or if at the time of negotiation the receipt is in such form that it may be negotiated by delivery. Sec. 2. That section 71-247, Oregon Code 1930, be and the same hereby is amended so as to read as follows: Sec. 71-246. The validity of the negotiation of a negotiable receipt is not impaired by the fact that the negotiation was a breach of duty on the part of the person making the negotiation, or by the fact that the owner of the receipt was deprived of the possession of the same by loss, theft, fraud, accident, mistake, duress or conversion, if the person to whom the receipt was negotiated, or a person to whom the receipt was subsequently negotiated, paid value therefor in good faith without notice of the loss, theft, breach of duty or fraud, accident, mistake, duress or conversion."

Brush Prairie, Wash.—The plant of the Dickson Co., known as the Pioneer Feed Mill, burned at 9:45 p. m., Feb. 16; loss, \$20,000.

Milton-Freewater, Wash.—A grain warehouse will be built here, to take care of the sacked grain business, by the Walla Walla Grain Growers, Inc., who recently bot the Farmers National Warehouse Corp.'s 85,000-bu. elevator here.

## PENNSYLVANIA

Pitcairn, Pa.—Salyards, Inc.; capital stock, \$5,000; incorporators: C. A., M. J. and M. D. Salyards, all of Pitcairn; to engage in the general feed business.

Philadelphia, Pa.—Any proposed sales tax was described as a "sock-the-poor tax" by Gov. George H. Earle in an address at the Founders' day and mid-year commencement exercises at Temple University.

## SOUTH DAKOTA

Yale, S. D.—The local elevator of the Shanard Elevator Co. has been opened, with W. O. Tolman and Tom Smith acting as agents.

Lily, S. D.—Mr. Heidelberger is the new manager of the National-Atlas Elevator Co.'s elevator here, succeeding Paul Ryden.

Frankfort, S. D.—The Eagle Roller Mill Co.'s elevator, which has been closed all winter, is being re-opened, with Milton Motley as manager.

Watertown, S. D.—The Watertown Milling Co. recently completed installation of new machinery for making livestock and poultry feed, the capacity of which is one ton every 40 minutes.

Huron, S. D.—A branch office of the H. F. Shepherdson Co., a grain commission company with headquarters at Minneapolis, Minn., has been opened here in the Knights of Pythias Bldg., with J. H. Glow as branch manager.

Eureka, S. D.—Frank L. Newell, who at one time was with Regan & Hooper (now out of business), who operated an elevator here, died at Oshkosh, Wis., where he has made his home for many years, Feb. 8, following a heart attack. He was 97 years of age.

Eureka, S. D.—While Walter Isaacs, grain elevator operator of this place, and his wife were in St. Petersburg, Fla., recently, Mrs. Isaacs was caught in the undertow, while swimming in the surf, and swept out to sea. William Dinham, of the Benson Quinn Co., grain firm of Minneapolis, nearly lost his life in attempting to rescue her, and another man, also trying to save her, was drowned, as was also Mrs. Isaacs.

## SOUTHEAST

Norfolk, Va.—A soybean mill having a capacity of 30 tons a day has been established here by H. L. Fockler.

Andalusia, Ala.—T. B. Davis has recently installed a feed mill at his grist mill, which he operates northeast of Andalusia.

Wetumpka, Ala.—J. W. McEachern, pres. of the Elmore Grocery & Feed Co., has filed a bankrupt petition. Liabilities were listed at \$1,609.57 and assets at \$486.12.—G. H. W.

Jackson, Miss.—The Hiawatha Milling Co.'s plant has been leased to the Merchants Co. of Hattiesburg, Miss., with an option to buy. Equipment for the manufacture of feedstuff, meal and flour is being installed.

Salem, Va.—John W. Eshelman & Sons, incorporated; capital stock, \$15,000; to manufacture food products; R. Hoy Eshelman, pres. This is a subsidiary of John W. Eshelman & Sons, with headquarters at Lancaster, Pa., where an elevator and feed mill are operated. A similar plant is operated at Circleville, O.

## TENNESSEE

Ashland City, Tenn.—Wind damaged the roof of the mill of J. F. Tucker & Co. recently.

## TEXAS

Claude, Tex.—Nelson Grain Co., incorporated; capital stock, \$9,000; incorporators: A. V. L. V. and M. E. Nelson; to operate grain elevators. This is an old established company.



Wichita Falls, Tex.—A feed mixer has recently been added to the equipment of Earl B. Chancellor's feed mill.

Ft. Worth, Tex.—Carl Ferguson, of the C. M. Carter Grain Co., this city, has been suffering from an attack of influenza.

Lubbock, Tex.—P. C. Blazi, former grain inspector at Amarillo, Tex., replaced R. R. Stuard, recently appointed chief inspector for Dallas as chief grain inspector for the Lubbock Grain Exchange.

Sherman, Tex.—For the purpose of cracking cottonseed cake in transit the Gagina Milling & Warehouse Co. has been organized, and cracking equipment has been installed. Operation of a government bonded warehouse is contemplated by the company.

Ft. Worth, Tex.—Samuel W. Gladney, who at one time operated a grain business of his own in this city, later becoming sales manager of the flour department of Universal Mills, died very unexpectedly, from a heart attack on Feb. 13. Mr. Gladney was 56 years of age.

## WISCONSIN

Glenwood City, Wis.—The Glenwood City Mill & Elevator has made a number of improvements recently, including partitioning off an office for Mr. Draxler.

New Glarus, Wis.—A corn sheller was installed recently by the New Glarus Feed & Fuel Co., which has shipped the first car of corn to go out from this section in years.

Milwaukee, Wis.—Slipping on an icy walk recently, E. M. Hadden, grain trader of this city, fractured his ankle. He is able to be about now with the aid of crutches.

Prescott, Wis.—Louis Spelts, manager of the Prescott Exchange for several years past, has disposed of his interests to Huppert Bros. and is now buying grain for himself, with his office at the Prescott Lbr. Co.'s office.

Big Foot (not a p. o.), Wis.—Will Wittmus has sold his interest in the Big Foot Milling Co. to Rufus Young, who will continue the feed and coal business. The building is owned by Mrs. H. H. Lawrence, of Walworth, Wis.

Green Bay, Wis.—Calliari Bros. have been suspended from membership in the National Hay Ass'n for refusal to pay an arbitration award of \$690.52 to Bossemeyer Bros., of Superior, Neb., as damages for wrongful rejection of several cars of hay.

Milwaukee, Wis.—A strike of all mill employees at the feed plant of the Charles A. Krause Milling Co. was called Feb. 19 by the flour and cereal workers local union, about 150 workers being ordered to walk out. The strike was called after officials of the mill refused to reinstate two men, who were officers in the union, who were discharged the day before for insubordination, it is claimed. They had protested to officials of the mill concerning the employment of three nonunion tinner, it is said. The attorney for the union claims the milling company has an agreement with the unions to employ only union men.

Stoughton, Wis.—The City Feed Mill has been purchased by H. Norriss Klongland and been re-opened. It carries seed, feed, flour and fertilizer and specializes in feed grinding. Mr. Klongland is vice-pres. of the Stoughton Chamber of Commerce.

A series of meetings are being held in Wisconsin for considering ways and means of raising better malting barley, the Extension Service of the University of Wisconsin and the Northwest Crop Improvement Ass'n co-operating. Meetings have been held at the following towns: Pepin, Feb. 19; Ellsworth, Feb. 20; Milltown, Feb. 21; Baldwin, Feb. 22; Menomonie, Feb. 23. Meetings are still to be held at the following towns: Greenville, Mar. 4; Luxemburg, Mar. 5; Reedsville, Mar. 6; Port Washington, Mar. 7; West Bend, Mar. 8, and Hales Corners, Mar. 9. All meetings will be open at 10 in the morning and end about 4 o'clock in the afternoon. The kind of barley wanted by the maltsters, the best variety to raise, control of blight and smut, threshing problems and handling are a few of the subjects discussed. The purpose of the meetings is to acquaint farmers with the best methods of raising, harvesting and handling barley. The meetings will be informal, and growers will be invited to ask questions and enter the general discussion. A corps of speakers including George Briggs, extension agronomist; Dr. J. G. Dickson, professor of barley research, and Prof. E. J. Dewiche, of the University of Wisconsin; M. J. Johnson, grain supervisor from Minneapolis, and W. L. Ingles, grain supervisor from Milwaukee, of the United States Department of Agriculture, and H. R. Sumner, sec'y of the Northwest Crop Improvement Ass'n, will be in attendance to give short talks. The local county agent will be in charge of each meeting. The examination of samples of seed barley brot in by farmers will be a special feature of each meeting, all samples being inspected and a report made on the value of the seed to the owner.

## WYOMING

Cheyenne, Wyo.—A proposed sales tax is before the Wyoming Legislature, tied up with a budget system measure.

The maximum and average open interest on the Chicago Board of Trade each month since January, 1929, for wheat, corn, oats and rye has been reported by the Grain Futures Administration.

Chicago, Ill.—The Field Men's Ass'n of the Mill and Elevator Mutual Insurance Companies will hold its 28th annual meeting at the Palmer House, Chicago, Mar. 5 to 8 inclusive.

## The Millers National Has a Good Year

Figures compiled for its annual statement reveal that the Millers National Insurance Co. had an exceptionally good underwriting experience in 1934 and will add \$325,977.87 to its surplus, which is the equivalent of an increase of over 15%.

The annual statement also indicates the extreme liquid condition of the Company's assets. Over 64% are liquid—convertible into cash on short notice. This 64% exceeds the Company's total liabilities.

Millers National's total assets are \$5,553,497.66 which, compared to its liabilities, furnish a high ratio of \$177 of assets to every \$100 of liability.

Included in its liabilities is a contingency reserve of \$800,000, set up to use in the event of any possible adverse trend in the security market or in case of any conflagration. It is a voluntary reserve to further safeguard the Company's policyholders or, to use a popular expression, "to make assurance doubly sure."

Commenting on last year's experience H. M. Giles, President, made this statement: "Judging from our own experience and from evidence of an upturn in business in general we look to the future with great faith."

## Supply Trade

Kansas City, Mo.—We are doing a few small jobs, in addition to the Hastings (Neb.) Mills 80,000 bus. elevator, and have some prospects that we think will result in pretty fair business this Spring.—O. H. Horner, Horner & Wyatt.

Everything I am I owe to advertising. I noticed the best advertisements stressed art work, so I did the same. I noticed that you stressed white space, so I did that, too. The wrapper in which you place the merchandise seems to be of great importance, so I did away with the wrapper altogether.—Sally Randee.

Pittsburgh, Pa.—H. H. Robertson Co. is offering to the trade, for all exterior surfaces, a long-lived protected metal with an Anaconda Electro Sheet copper surface. This is not only a long life metal, but one that provides a distinctive eye-appeal. The company will send literature descriptive of this metal to Journal readers who write requesting it.

Portland, Ore.—Due to superior steamer service here from India, an increasing proportion of the gunnies and burlap distributed from Portland to Northwest points is coming here direct by water. It is learned that the India Far East conference has taken steps to check diversion of gunnies and burlaps bound for Montana and other mountain states points, to Gulf and Atlantic ports.—F. K. H.

Minneapolis, Minn.—Of interest to grain elevator operators in the West Central States is the new office of SKF Industries, Inc., at 407 S. 4th St. In charge of A. Kishkunas, this office carries a large stock of SKF Ball and Roller Bearings for service and replacements. Also available from stock are SKF Self-Aligning Ball Bearing Hangers and Pillow Blocks. The new office will greatly facilitate the rapidly increasing demand in the Grain Elevator Industry for an overnight bearing service.

Portland, Ore.—J. J. Ross, the veteran mill furnisher, was born in Ohio 79 years ago and is still most active. His father had been a millwright and miller and the son went to work at the age of 20 with the Case Mfg. Co., of Columbus, to learn the mill machinery business. In 1892 the company sent him to Portland to try his hand at salesmanship. Later he went with the Portland Iron Works as manager of the milling machinery department. In 1908 he purchased that department and established his own plant; and now employs 25 to 50 persons, including expert engineers.—F. K. H.

## Books Received

STATISTICAL REPORT.—The annual statistical report of the Board of Trade, Kansas City, Mo., 1934, lists the officers, individual and firm members, with tables of receipts and shipments, daily range of prices of cash and future grains, elevator and mill operators. Paper, 47 pages; by W. R. Scott, sec'y Board of Trade, Kansas City, Mo.

LIVERPOOL GRAIN STORAGE & TRANSIT CO. has published a handsomely illustrated booklet of 35 pages, 10x12 ins., describing the grain storage plants owned and operated by the company, embracing pneumatic suction, marine legs and sack handling facilities. Handling and storage charges are given. Offices, 11 Brunswick street, Liverpool, Eng.

# Fort Worth

The Fastest Growing Grain Market in the Southwest is the logical market for your grain.

Try any of these Fort Worth Grain and Cotton Exchange Members:

**James E. Bennett & Co.**

Grains, Stocks, Provisions

**Smith-Ingraham Grain Co.**

Domestic and Export Grains, Field Seeds

**The Ft. Worth Elev. & Whsg. Co.**

Federally Licensed Storage, Consignments



## Grain Carriers

Cars loaded with grain and grain products during the week ending Feb. 9 numbered 25,212, against 31,271 during the like week of 1934, as reported by the Ass'n of American Railroads.

**Vancouver, B. C.**—The mayor will appeal to the privy council for removal of the alleged discrimination in freight rates on grain from Calgary and other prairie points.

Rail traffic executives have sanctioned an extension of the present basis of handling grain for export from North Atlantic ports. The arrangement calls for 20 days' free storage time with a charge of  $\frac{1}{8}$  of one cent per bushel for each ten days following, until Nov. 30, 1935.

## Freight Claim Suggestions

By W. S. BRAUDT

There is more to the sale of a carload of grain than weighing the grain, loading it and closing the doors. It may turn out short in weight; the sample drawn at destination may show damage and deterioration; delay in transit may result in grain's arrival on a declining market.

Experts auditing account sales returns to grain shippers inevitably find a certain percentage of contracts that have cost the shipper money thru no negligence of his. When instances of breached contract are laid before most of our common carriers, these cases, if properly prepared and supported, are liquidated.

A shipper must bear in mind that his claim for payment of loss suffered is no better than his record. It is upon the country shippers' record that the stress is always placed. If a shipper goes to the labor and expense of weighing his grain prior to loading it he should make *AN ACCURATE RECORD* of the work done. Nine-tenths of the argument about shortages in shipments by country grain dealers are over the loading records.

## Decisions and New Complaints

Before the Interstate Commerce Commission: No. 26634. Merchants' Exchange of St. Louis v. M.-K.-T. By Examiner Leonard Way. Rates, hay and straw, points in Kansas, Missouri, and Oklahoma to St. Louis, Mo., and East St. Louis, Ill., proposed to be found unreasonable in some instances and unduly prejudicial in others. Way said there was no transportation condition why the rates from the Kansas and Missouri shipping points, mostly in western trunk line zone II and Missouri B-1 territory, should be higher than in the territory for which the 12244 scale (shown in Hay Rates, with Western District, 195 I. C. C. 461) was prescribed and that the Commission should find the rates assailed from Kansas, Missouri and Oklahoma unreasonable to the extent they may exceed the single and joint-line scales prescribed in the Oklahoma case, 101 I. C. C. 116, computed and applied in the manner there provided for application between Oklahoma, on the one hand, and Kansas and Missouri, on the other.

No. 20120. Rudy-Patrick Seed Co. v. A. & S. By the Commission. Upon further hearing to determine the amount of reparation due under findings in former report by division 2, 160 I. C. C. 725, that the rates, millet seed, points in Texas, Louisiana, Arkansas, Oklahoma, New Mexico, Colorado, Nebraska, Wyoming, the Dakotas, Minnesota, Wisconsin, Iowa and Missouri to Kansas City and St. Louis, Mo., and Chicago, Ill., were and would be unreasonable, found that the amount of damages could not be ascertained from the facts of the record. Finding of division 2, that complaint was entitled to reparation, modified. The Commission said the only instances in which reparation would be due under the previous findings of division 2, were those in which all of the seed in any shipment from the point of origin, either terminated at Kansas City or was transited there and moved beyond to one destination. It said the rates on such shipments, if any were shown of record, would be within the scope of the former findings. The Commission said it was not shown that the shipments were so handled, and that the finding of division 2 was therefore modified accordingly.

## Warehouse Receipt in the Grain Trade

From address by A. T. GIBSON, chairman, Banking Relations Com'te of American Warehousemen's Ass'n.

Under the banking laws of the country, the bankers are limited in how they can lend their money and to whom and on what basis.

**Warehouse receipt loans** increase the legal limit of a banker to 20% of his gross capital, and from 10 to 25% of it.

Warehouse receipt loans, also make paper eligible for federal reserve discount, and under certain conditions open the way of the money market of the banker's acceptance of credit.

**Eligible paper** is always going to be more attractive to a banker than paper he can not take to the federal reserve bank and get his money in ten minutes.

**Bankers' acceptances** are purely this: A banker opens an acceptance credit with the borrower. The borrower draws a draft upon the banker, secured by warehouse receipt, and readily marketable staples and the banker endorses your note and sells it in the open market. He charges an acceptance fee for lending you his credit and that paper is then sold at the bill market in New York City and develops some of the cheapest money there is anywhere in the world.

**Grain paper** in large volume is eligible for this type of finance.

Many persons who are not warehousemen under the law are issuing warehouse receipts in this country, altho the bankers and the bank examiners have had a pretty liberal education on this point, and are becoming much more intelligent in this regard.

A warehouseman can be defined as a man engaged in the business of storing merchandise for others for hire.

An independent warehouseman is a warehouseman who runs a warehouse and does nothing else, neither buys nor sells, makes loans upon his merchandise, deposits merchandise of his own in the warehouse or dabbles in other side issues. He is purely a stake-holder between the banker and the owner of the commodities or the holder of the commodity.

A subsidiary warehouseman is a warehouseman that issues receipts on a commodity which he has a direct financial interest in, often doing it in the name of another company. There is no doubt that this use of subsidiary warehouse receipts has cost every industry that has used it a tremendous amount of money in a hidden way, because in this particular method the great scandals in the use of the warehouse receipt have originated.

**Eppinger Case.**—A very interesting case in San Francisco happened in 1913, called the famous Eppinger case, which nearly broke all the banks. They were grain dealers primarily, and they issued warehouse receipts which were supposed to be collateral.

**Patrick Case.**—There have been many cases of that kind. There was a case in the Northwest last year, the Patrick case, where a fellow was a banker, a grain dealer and a warehouseman. He needed money. He issued warehouse receipts, lent the money at his bank on grain which did not exist, and then deposited it at the Federal Reserve bank in San Francisco. Very few people have an opportunity to do such a clean-cut job as that, but, unfortunately, they put him in jail for it.

These things interest the grain trade because it is taking the money out of the pocket of the grain trade.

The grain trade should be getting the cheapest money of any commercial borrowers in the United States, and the grain trade isn't getting it. The grain trade is paying a very high interest rate on their borrowings, they are paying for the average, they are paying for the use of this subsidiary warehouse receipt by crooked individuals and by the feeling of the bankers that when you do take a loss in grain on subsidiary warehouse receipts, you take a very substantial one. And one loss travels around among banking circles. It isn't like the

insurance business where they have actuaries and figures; it is based on gossip and it hurts the grain trade and everybody that uses bank credit is helping to pay for the scandals that can be created through warehouse receipts issued by a man on his own merchandise.

One reason that warehouse receipts of subsidiary warehouse companies are not particularly attractive to bankers, and why the interest rate is high it is a fact that where warehouse receipts are issued by a man on his own merchandise, it does not protect the bank against the third party, against bankruptcy or other troubles.

Then in ordinary circles the warehouse receipt does protect the banker against the claim of the third parties, but on the subsidiary warehouse receipts, the receipt has been set aside and the banker has become an open creditor.

It is obvious that the warehouse receipt issued by the borrower will never get as low an interest rate as those issued by independent warehousemen. The bankers have learned that bonds issued in connection with warehouse receipts are not insurable and the company issuing bonds does never take the same attitude in loss that the insurance company does in fire loss. His attitude is that he has issued bond of indemnity against the warehouse issuing the receipt, and if the man can not pay it, then he can sue the bonding company and the bonding company can not figure out the technical indebtedness; consequently, bankers have found where they have relied upon bonds, they have had a very sad experience, and I know bankers all over the country give very little weight to bonds. They look to the integrity of the warehouse company and its own personal and financial responsibility.

A great many operators in the grain industry are issuing their own warehouse receipts, and think they are on a secured basis with their banks, but I know through personal contact with the bankers, and talking to the bankers and discussing the conditions in the grain industry that while the banker is taking those warehouse receipts, he is giving that fellow only as much as he would give him on open credit, and he can increase his credit line enormously by using warehouse receipt methods.

Also he must realize on subsidiary warehouse methods the paper is eligible for Federal Reserve only up to the limit that your financial statement would make it eligible for Federal Reserve without your warehouse receipt.

So that the employment of an independent warehouse method in the grain business has resulted in flexible credit lines, increased lines and lower interest rates.

You can certainly make increased profits thru the use of larger bank credits in certain conditions, and you can certainly make increased profits and pay less for the money which you borrow if you would put yourself in the place of the banker, as if you were lending the money and he was warehousing the grain. I am quite sure that you can realize that he or you would much prefer to have an independent warehouse receipt than a warehouse receipt issued by the man who sold it.

If that service can be obtained thru warehousing, at extremely low cost, giving you all the benefit of the independent warehouse receipt, many times it has been very profitable business to take advantage of.

**Field warehousing** in grain is the most simple application in any industry, with very little or no red tape in connection with the operation of grain warehousing by independent warehouse methods.

**Borrowing Is Selling Your Credit.**—In closing, I want to leave you just this thought: Borrowing money is selling credit, and when you come to a bank to get your money, you are really selling him your credit, and the more attractive your credit is, the cheaper you are going to get the money, or in other words, the higher rate of discount your paper takes. If you wrap your credit up in an attractive package, it naturally sells better. It not only sells better, but it makes it much simpler for the bankers to put it thru with the loan com'te, and they can and will respond with greater accommodation at a lesser cost to the members of your grain industry.

**HESS**  
**DIRECT HEAT DRIERS**  
FOR SHELLING GRAIN—EAR CORN  
NONE BETTER  
**HESS WARMING & VENTILATING COMPANY**  
1211 So. Western Avenue CHICAGO, ILLINOIS  
HESS DRIER CO., LTD. 68 Higgins Ave. WINNIPEG, MAN



# Field Seeds

**Newton, Ia.**—Frank Failor, who has had long experience in the seed business, has opened a seed store.

**Medford, Ore.**—F. E. Samson is enlarging his seed store, putting in more equipment and another front entrance door.

**Sioux City, Ia.**—Nate Sterling has added a complete stock of field and garden seeds to the business of Sterling's Market.

**Madison, Wis.**—Cassius C. Phillips, formerly associated with the L. L. Olds Seed Co., died recently after a long illness, aged 72.

**Randolph, Wis.**—For the growing of seed of hybrid corn and nursery stock a 220-acre farm has been purchased by the J. W. Jung Seed Co.

**Atlantic, Ia.**—Cecil Malone, who is in the seed business with his father, Chas. Malone, was married recently at Des Moines, to Miss Dorothy Watson.

**Boone, Ia.**—A seed store with a complete line of chick feeds has been opened by the Earl E. May Seed Co., of Shenandoah, with Mr. Standley in charge.

**Perry, Ia.**—The Midwest Seed Co. has opened a field and garden seed store, the proprietor being C. O. Gottschalk, who was for four years with Northrup, King & Co.

**Dubuque, Ia.**—The Bruns Seed Co., of Danvenport, has leased the ground floor of a building in which to establish a branch for the sale of seeds to farmers, in charge of Glenn Miller.

**Madison, Wis.**—Officers elected at the annual meeting of the Wisconsin Seed Dealers Ass'n Jan. 22 are R. H. Lang, of Madison, Pres.; Henry Michels, Fond du Lac, vice pres., and J. W. Jung, Randolph, Wis., sec'y-treas. Lespedeza was the subject of a talk by Professor E. D. Holden, while hybrid seed corn certification was described by Professor A. H. Wright and Henry Lunz.

## Directory

### Grass and Field Seed Dealers

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### FARINA, ILL.

Ging & Co., Red Top—carloads or less.

#### GIBSON CITY, ILL.

Noble Bros., wholesale field seeds.

#### PAULDING, O.

Stoller's Seed House, wholesale field seeds.

#### ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Cornell Seed Co., field and garden seeds.

#### SIoux CITY, IOWA

Sioux City Seed Co., seed merchants.

## FIELD SEEDS

WRITE OR WIRE FOR PRICES

### SIoux CITY SEED CO.

Truck Service from the following warehouses:

Sioux City	- - - - -	Iowa
Sioux Falls	- - - - -	So. Dak.
Norfolk	- - - - -	Nebr.
Carroll	- - - - -	Iowa
Billings	- - - - -	Mont.
Algona	- - - - -	Iowa
Fairmont	- - - - -	Minn.
Albert Lea	- - - - -	Minn.

Samples Furnished On Request

**Decatur, Ill.**—Soybean seed demand continues to be very dull.—Baldwin Elevator Co.

**Milwaukee, Wis.**—Seed barley is commanding a premium over malting barley in this market.

**Walla Walla, Wash.**—In preparation for the coming planting season the Grain Growers, Inc., have added a complete line of seeds at the feed mill. A seed specialist has been added to the staff.—F. K. H.

**Snohomish, Wash.**—The seed handling facilities of the Chapin Feed Store here will be improved by the installation of a seed cleaner. Poultry and livestock remedies will be added to the company's side lines.

**Popcorn** is a crop of such limited demand that there is danger the present high prices may lead to overplanting in 1935. Growers in Iowa who received 1 cent per pound a year ago now are offered 5 to 8 cents.

**Olympia, Wash.**—The amendment to the seed law in Senate Bill 118 provides a separate license for each place of business. The noxious weed seeds bill, H. B. 137, has been given a hearing and is expected to pass.

The seed conservation branch of the A. A. A. had on hand Feb. 5 the following stocks of seed grain: Hard spring wheat, 5,591,000 bus.; durum wheat, 876,000; oats, 10,536,000; barley, 1,890,000; flax, 421,000; sorghums, 591,000.

**Milwaukee, Wis.**—Oscar Teweles lost his life in the fire that destroyed the Hotel Astor Feb. 18. He was 66 years of age and a deaf mute. His nurse, Ilse Saxinger, also was burned to death. His brother heads the Teweles Seed Co.

A new variety of soybeans named Pekwa has been developed by the West Virginia Agricultural Experiment Station. The new form originated from a single plant selected from the Peking variety. Pekwa has about the same yielding ability as Wilson, altho the latter is a few days earlier in maturing. Pekwa retains its leaves longer than most varieties. This characteristic, together with its fine stems, combines to make it very desirable for hay. It is described in Bulletin 247 issued by the station at Morgantown.

**Binghamton, N. Y.**—The Stanford Seed Co., of Buffalo, has purchased the old Craver-Dickinson mill and warehouse, across the tracks from us, for their Binghamton branch and have completed installation of a corn dryer and cleaning machinery. This coming spring we will act as branch warehouse for the Philadelphia Seed Co., of Philadelphia, who will maintain a stock of seeds with us, and also in the Bimberg Warehouse at Elmira, N. Y. We also warehouse for Silmo Chemical Co., Vineland, N. J., on cod liver oil; Dewey Brothers Co., Blanchester, O., on corn distillers' grains.—E. W. Conklin & Son.

### ED. F. MANGELSDORF & BRO.

Buyers and sellers of  
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

## STOLLER'S SEED HOUSE

Wholesale Field Seeds

PAULDING, OHIO

Red Clover, Alsike, Alfalfa, Timothy  
Sweet Clovers and Soy Beans

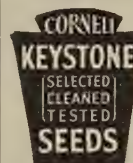
In 1923 the Government decided to discontinue the distribution of free seed since it was only commercial garden seed such as could be bought from any good seed house and did not necessarily represent varieties better than those in common use. Yet thousands of requests for free seeds are received annually from those who have not learned of the discontinuance of the Congressional free seed distribution.

**Pendleton, Ore.**—Crested wheat grass grown for pasture and for seed with livestock raising as an adjunct will double the revenues now derived from growing wheat on summer fallows on the land in Umatilla county, according to Mac Hoke, vice president of the Wool Growers' Ass'n here. He stated that for the next 20 years crested wheat grass seed will bring a good price, since a great volume of the seed will be needed.—F. K. H.

Choosing soybean seed is a matter of latitude, governing the length of the summer. The U. S. Dept. of Agriculture recommends the following varieties: Late maturing, 130 or more days for seed, Biloxi, Mammoth Yellow, Tokyo and for hay, Laredo, Ootootan, Virginia. Medium late, maturing in 120 to 140 days: for seed, Haberlandt, Herman, Mammoth Yellow, Tokyo and for hay, Herman, Laredo, Ootootan, Virginia, Wilson-Five. Medium, maturing in 110 to 130 days: for seed, A. K., Dunfield, Haberlandt, Manchou, Midwest, Morse and for hay, A. K., Ebony, Herman, Illini, Laredo, Peking,

## THE ACKERMAN COMPANY

High Grade Ohio Grown Clovers  
Alsike and Soybeans  
LIMA, OHIO



BUYERS AND SELLERS  
All Field and Grass Seeds  
Mail Samples

CORNELL SEED COMPANY  
Wholesale Field and Garden Seeds  
ST. LOUIS, MO.

## CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

### GRAIN

Clover and Timothy Seeds  
GET IN TOUCH WITH US

## NOBLE BROTHERS

Wholesale Field Seeds

GIBSON CITY, ILLINOIS

Red Clover, Alsike, Alfalfa, Timothy  
SOY BEANS

## FOSTER-KENDALL CO.

Wholesale Field Seeds

CARMEL, IND.

Red Clover — Alfalfa  
Alsike — Soy Beans



Virginia, Wilson, Wilson-Five. Medium early, maturing in 100 to 120 days: for seed, Black Eyebrow, Dunfield, Ito San, Mukden, Manchu and for hay, A. K., Black Eyebrow, Ebony, Illini, Ito San, Midwest, Peking, Wilson, Wilson-Five, Virginia. Early, maturing in 90 to 110 days: for seed, Black Eyebrow, Cayuga, Ito San, Mandarin, Wisconsin Black and for hay, Black Eyebrow, Ito San, Wisconsin Black, Cayuga.

**Cleveland, O.**—Nominations for members of the seed trade code authority are being received by C. E. Kendel, sec'y of the American Seed Trade Ass'n, nominations closing Feb. 26. Art. VI of the code just approved provides: For the nomination of five representatives of the trade to serve as a Code Authority for all of the States east of the Rocky Mountains. All nominees receiving thirty or more votes will be listed on a ballot which will be mailed for vote. The five candidates receiving the highest number of votes will be declared elected to serve for one year or until their respective successors are elected and qualified.

## Distribution of Federal Seed Stocks

About 1,500 local grain elevators are under bond in the drouth territory to distribute seeds as agents of the federal seeds stocks com'ites of the A.A.A.

The seed stocks com'ite holds about 20,000,000 bus. of seed exclusive of the sorghums, including 7,250,000 bus. of spring wheat, 10,500,000 bus. of red and white oats, 2,000,000 bus. of barley, and 500,000 bus. of flaxseed. Prices established for the seed delivered range from \$1.35 bu. to \$1.60 for wheat; \$1.10 and \$1.35 for barley; 75c and 80c for oats, and \$2.25 for flax. A slight additional charge will be made for storage on late deliveries.

In the Southwest there are 325,000 bus. of red oats and 25,000 bus. of coast type barley available for Kansas; 600,000 bus. of red oats and 100,000 bus. of white oats for Missouri, and 150,000 bus. of red oats for Oklahoma.

In the grain sorghums, eight carloads of Texas Blackhull kafir, totaling 500,000 lbs., 180,000 lbs. of Wheatland and 140,000 lbs. of dwarf yellow milo were purchased by the com'ite. The Wheatland and three cars of the Blackhull kafir are stored at the Hays experiment station for distribution; the dwarf yellow milo is being cleaned at Elkhart, Kan.

Prices for the sorghum seed will be announced about the middle of March.

Life imprisonment was the penalty meted out to Jim Sharp, Salina, Kan., for stealing wheat, this being his third offense.

## New Trade-Marks for Seeds

A. H. Hoffman, Inc., Landisville, Pa., has registered a square with the words "Clean, Hardy, Tested, Sound" as trade-mark No. 357,012 for field and garden seeds.

## Florida Seedsmen Meet

The Florida Seedsmen's Ass'n held its annual meeting Feb. 5 at Orlando, Fla.

The following officers were elected: Will K. Miller, Orlando, pres.; H. N. Fultz, Miami, vice pres.; Stuart Simpson, Monticello, sec'y-treas. Executive com'ite—Will K. Miller, chairman; H. R. Mance, Plant City; H. G. Hagadorn, Tampa; C. R. Mason, Sanford; H. A. Stoldenburg, Belle Glade.

## Treat Barley for Covered Smut

The appearance of "loose" smut in barley grown from certified seed supposedly free from loose smut spores led to further studies of this disease at the state experiment station at Geneva, N. Y., which revealed that, in many cases, what has been regarded as loose smut is in reality covered smut.

The fields observed showed continued losses ranging from 2 to 10 per cent of the crop.

Covered smut is effectively controlled by chemical seed treatment, hence it is recommended that this treatment be employed more extensively than at present. It is also suggested that in purchasing certified seed, care be exercised to see that seed bags and seeder are not infected with smut spores.

## Hard Seeds and Weed Seeds in Illinois

By L. A. MOORE,  
Superintendent, Illinois State Seed Inspection,  
before Illinois Farmers Grain  
Dealers Ass'n

Perhaps the most stubborn problem to dispose of, to the satisfaction of the seed purchaser and the seller, is the problem of hard seeds. Opinions of experts differ as to the value of the hard seeds when sown under field conditions. Under the Illinois Seed Law, they are not classified as germinated seeds. However, they are not classified as dead. The seed trade and the purchaser of seed, I believe, should recognize the hard seed as one that is viable and under favorable field conditions will produce as satisfactory a plant as the seed that more readily germinates.

The introduction of new crops is always accompanied by seeds of weeds which become noxious to that particular crop. For example, soybeans are now presenting a problem of serious proportions, chiefly because of morning glories, Velvet weed and European bindweed, which are particularly serious in that crop. The seeds of these weeds are about the same size and weight as soybeans which make them difficult to separate. They are perennial in growth and prolific producers of seed.

Johnson grass has been introduced into Southern Illinois and it is one of our most serious weed pests. It is true that they farm with it in the Southern part of the United States, but not without great difficulty. I trust that the members of this organization will cooperate with us in an effort to prevent the introduction of Johnson grass seed into Illinois. It is not likely to prove a serious pest at this latitude, but in Southern Illinois it will be very serious.

The truck movement of coal into St. Louis, Mo., across the free bridge from East St. Louis, Ill., was 4,327 truck loads in a single day. Truckers from points in the middle west were carrying coal from these mines to points in Michigan, Minnesota and Wisconsin, to exchange for corn, potatoes and other commodities, and the taxpayers supply the right of way.

## Seed Trade Code Approved

The code of fair competition for the seed trade was approved Feb. 2 and went into effect Feb. 11.

Besides the usual wage and labor provisions the code lists the following unfair methods of competition:

The following practices constitute unfair methods of competition and are prohibited:

**False Advertising.** Publishing in any manner any false or intentionally misleading advertisement of any kind, or intentionally deceiving purchasers of seeds by furnishing ultimate consumers price lists represented to be merchants' or dealers' wholesale price lists which are not so in fact, or otherwise intentionally deceiving purchasers of seeds.

**Misrepresentation.** In the sale or offer for sale of seeds falsely and fraudulently misrepresenting the quality, quantity, purity, age, germination, origin, or variety of such seeds.

**Certification.** Using the terms "certificated," "registered," "verified," or "verified origin," in connection with the sale or offering for sale of seeds, excepting those so labeled by or under the authority of a duly authorized State or Federal Agency.

**Breach of Contract.** Maliciously inducing or attempting to induce breach of existing contracts between competitors and their customers or members, or interfering with or obstructing the performance of any such contractual duties or services with the purpose or effect of unduly hampering, injuring, or embarrassing competitors in their business.

**Sale of Chaff.** Selling the chaff of redtop, of Kentucky bluegrass, of orchard grass, of bent grass, or of fescue without having a written statement from the purchaser that it is not to be used for planting purposes or for mixture with seed for planting.

**Unauthorized Shipment of Packet Seeds.** Shipping or delivering vegetable flower seeds in packets or cartons for resale on the commission plan, without a written order signed by a purchaser or consignee.

**Consignment.** Shipping seeds on consignment excepting vegetable or flower seeds in packets or cartons of 8 ounces or less, and/or lawn grass in package of 10 pounds or less for sale in the original container, and excepting such special cases as may have been submitted to the Board and approved by it.

The term "consignment" as used herein means the placing of seeds in the possession of a consignee or in a warehouse for him to sell, to be paid for only if and when sold.

Nothing herein contained shall be construed to prevent the consignment of seeds by co-operative organizations to associated co-operatives or to their own members.

**Warehousing.** Placing seed in a warehouse for sale to any person other than a wholesaler or retail merchant, unless sold by the member of the trade so placing said seed directly or thru an employee; provided, however, that nothing herein contained shall be construed to prevent a co-operative organization from warehousing seed to be sold by its associated co-operatives.

## OFFER GROWERS THIS

# ADVISED SEED TREATMENT

Wheat, oats and barley growers are demanding seed treatment this year! So offer them *New Improved CERESAN*—the lowest-cost dust yet developed for these grains. *No. Dakota Seed Journal* says: "We recommend the new Ceresan treatment, very highly, especially when large quantities of seed are to be treated. . . ." U. S. Dept.

of Agri. Miscellaneous Publication 219 advises its use to control stinking smut of wheat; loose and covered smuts of oats; covered smut, black loose smut and stripe of barley. Easily applied. Can be used in new gravity-type treater. Send for information.

BAYER-SEMESAN COMPANY, ROOM 76-B  
DU PONT BUILDING WILMINGTON, DEL.



## HIGHER GRADE GRAIN



commands a premium.

Be assured of your grades before shipping by checking with the same equipment used in terminal markets and in the U. S. Grain Inspection Departments.

Profit Is Assured by Using Correct  
GRAIN GRADING EQUIPMENT

Official Brown-Duval Moisture Testers Scales Sieves—Grain and Seed Triers Mixers	Sample Pans Accessories Weight Per Bushel Testers Emerson Dockage Kickers
---	--

SEED TRADE REPORTING BUREAU  
325 W. HURON STREET  
CHICAGO ILLINOIS



# Feedstuffs

The budget of the dog food code authority has been approved by the N.R.A. Dogs eating any but certified food before breakfast will be fined heavily.

There is something approaching a scramble to get into the hog business. Not enough sows are to be had to satisfy the demand.—*St. Louis Daily Livestock Reporter*.

Minneapolis shipments of screenings during January totaled 3,929 tons, against 3,515 a year ago. Receipts of screenings were 5,192 tons, against 1,749 a year ago.

The enzyme amylopsin derived from pancreatic juice has been known to digest almost a million times its own weight of starch without being itself used up in the process.

Olympia, Wash.—S. B. 231 permits the fixing of resale prices by manufacturers of trade-marked goods to prevent the advertising of loss leaders by retailers. H. B. 208 codifies the existing feed law.

Production of cottonseed meal and cake during the 6 months prior to Feb. 1 was 1,169,000 tons, against 1,307,956 during the like period of 1933-34, as reported by the Census Bureau. Stock on hand was 340,057 tons, compared with 289,024 a year ago.

Toronto, Ont.—A dinner and social evening was held by the Canadian Feed Mfrs. Ass'n at the King Edward Hotel Feb. 15, W. A. Donnelly of Peterborough, presiding. Songs, stories and speeches in an impromptu way afforded all an opportunity to add to the festivities. Over 100 persons dined.

Universal Crushed Shell Co., of Muscatine, Ia., under a stipulation agreement with the Federal Trade Commission, is to cease using in its advertising the words "Crushed Oyster Shell" so as to imply that its crushed shell product is made wholly of crushed oyster shell, or that its shell flour product is composed entirely of powdery substance resulting from crushing oyster shells.

Fremont, O.—Equipment costing \$20,000 for the drying of alfalfa hay and grinding of alfalfa meal is to be installed by the Great Lakes Sugar Co., which is contracting with growers for 4,000 acres. W. F. Schmitt, general manager, has placed F. H. Peek, who did the experimental work, in charge of the production of the dehydrated alfalfa meal. Employment will be given to about 50 men from June until beet sugar manufacture starts in the fall.

Lima, O.—D. C. Gamble, who runs the Gold Leaf Mineral Co., and tests his products on a flock of experimental laying hens and turkeys and keeps several head of pigs, has succeeded in getting his turkeys to start laying early. The first eggs from his turkeys this season were laid on Jan. 22. Only in two other cases, both university flocks, have turkeys been known to lay this early, he says, crediting the feat to regular use of Gold Leaf poultry minerals.

## Feed Future Prices

The following table shows the closing bid price each week in dollars per ton for standard bran and gray shorts for June delivery:

	St. Louis		Kansas City	
	Bran	Shorts	Bran	Shorts
Jan. 12.....	23.50	27.85	21.75	27.00
Jan. 19.....	23.65	27.85	22.15	27.00
Jan. 26.....	21.90	26.50	20.75	25.50
Feb. 2.....	21.60	26.15	19.90	24.50
Feb. 9.....	22.25	25.50	20.50	25.00
Feb. 16.....	21.75	25.75	19.75	24.65
Feb. 23.....	21.00	25.00	19.75	24.25

Atlanta, Ga.—Feed dealers of Georgia and Alabama to the number of 50 held their annual meeting Feb. 14 and listened to an address by Ray Senusky of Detroit, Mich.

Madison, Wis.—W. B. Griem, director of feed and fertilizers, reports that fertilizers, analyzed in the regular inspection activities of the department during the past year were found to contain 1.12 per cent more plant food than they were guaranteed to contain. He estimates that each ton was worth on an average of \$1.47 more than it was claimed and attributes much of this surplus to inspection activities.

Salem, Ore.—The Oregon Division of the Pacific Northwest Feed Ass'n, at a meeting of the board of governors held in this city on Feb. 8, decided to lower the dues in the ass'n, effective Mar. 1; set the annual meeting for Salem some time in May; decided to put on a membership drive; to have meetings oftener and more regularly of both the board and district, with a program of educational subjects, and urged closer relations of different groups of the ass'n.

Baltimore, Md.—A fine of \$30 was imposed by the U. S. district court on G. Fred Obrecht, trading as P. Fred'k Obrecht & Son, for adulterating alfalfa leaf meal and misbranding Egg-O-Milk. The meal was not alfalfa meal, was deficient in protein and fat and contained fiber in excess of the stated quantity. Instead of being composed of eggs and milk the Department of Agriculture found the Egg-O-Milk to consist mostly of a starchy material, and was not a perfect food as claimed.

## License Fee in New Hampshire

The Commissioner of Agriculture of New Hampshire has issued the following ruling:

Whereas, It has become a practice of several feedstuffs manufacturers, millers and mixers to compound some of the feed formulas sold or offered for sale in the state of New Hampshire, said feed formulas bearing the same name, same guaranteed analysis, and containing the same ingredients except that fish oil (cod liver oil or sardine oil) is added to one and not to the other in the case of poultry feed formulas, and molasses in the case of dairy feeds; therefore, it is hereby ruled that such poultry and dairy feed formulas that are now or may be registered in the Department of Agriculture for the year 1935, that are so manufactured, milled or mixed, may be treated as one formula and registered, and one license fee (\$15) be paid therefor.

## New Feedstuffs Trade-Marks

The Quaker Oats Co., Chicago, has registered the word "Quaker" as a trade-mark. No. 345,399, for poultry feed.

The Ada Milling Co., Ada, Okla., has registered the word "Cackleberry" on the oval representation of an egg, as trade-mark No. 358,506, for poultry feeds.

Herben Serois, doing business as Nutro Dog Food Co., Santa Monica, Cal., has registered the word "Nutro" as trade-mark No. 356,888, for dog, cat and fox food.

John Morrell & Co., Ottuma, Ia., have registered the words "Red Heart" on a background of orange, yellow and black, as a trade-mark, No. 350,531, for food for dogs, cats and foxes.

The Ubiko Milling Co., Cincinnati, O., has registered the words "Life Guard" and the same words on a floating life preserver as trade-marks, Nos. 343,311 and 343,312, for mixed feed for livestock and poultry.

## Feed Men Meet at Syracuse

The annual meeting of the Eastern Federation of Feed Merchants was held at Syracuse, N. Y., Feb. 21 and 22.

F. M. McINTYRE, pres., of Potsdam, N. Y., said the feed code had been kicked from pillar to post, the delay being due to the need of replacement value in the code to protect dealers against loss.

DAVID K. STEENBERGH, sec'y of the National Federation of Feed Ass'ns, said a recent mail poll of the executive com'tee of the Ass'n stood firmly for the replacement clause.

EMORY COCKE, Atlanta, Ga., said employment is reduced in the cotton processing industry because less cotton is handled.

W. A. STANNARD, former sec'y of the Ass'n, believed that the present session of the state legislature will not be productive of much radical legislation.

MR. STEENBERGH explained how the Central Retail Feed Ass'n is obtaining pledges from wholesalers not to go around the dealers by direct sales to consumers.

It was decided not to hold district meetings. Hon. Ceylon G. Chaney was the principal speaker at the annual banquet in the Hotel Onondaga the evening of Feb. 21.

The resolutions adopted favored regulation of highway carrier by the Interstate Commerce Commission, opposed the 30-hour week and extended a glad hand to the new commissioners of agriculture for New York and Pennsylvania.

The old officers were re-elected: F. M. McIntyre, pres.; A. J. Thompson, vice pres.; Frank T. Benjamin, treas., and Charles D. Campbell, sec'y. Walter H. Bisnet, Samuel Deuel and Max Cohn were elected directors to replace those retiring.

The actual cost to industry of administering all N. R. A. codes was indicated today to be in the neighborhood of \$41,400,000 a year, with an average assessment rate amounting to about 10/65th's of one percent of the volume of sales by coded industries. High assessment rates were found prevalent in the smallest industries which cover only a handful of establishments each. Fourteen such codes had a rate of 1 per cent or slightly more. In the total list of 352, however, the accountants made the following classifications: 53 budgets under 1/10 of 1 per cent of sales; 109, 1/10 to 1/4; 51, 1/4 to 1/2; 19, 1/2 to 1 per cent; 14, 1 per cent or over.

## Adulteration and Misbranding

For misbranding or adulteration of cottonseed cake or meal fines of \$50 to \$150 were imposed upon Muskogee Cotton Oil Co., Muskogee, Okla.; Sweetwater Cotton Oil Co., Sweetwater, Tex.; Rotan Cotton Oil Mill, Rotan, Tex.; and Fort Smith Cotton Oil Co., Fort Smith, Ark.; in prosecutions by the U. S. Dept. of Agriculture in the federal district courts.

Wm. G. Slugg, Deerfield, Wis., was fined \$40 on a plea of guilty to the charge of having adulterated dried buttermilk feed by mixing therewith powdered skim milk. The label bore the statement "Slugg's Pure Dried Buttermilk Feed Manufactured by W. G. Slugg, Milwaukee, Wis. Crude Fat not Less than 6 Per Cent" altho the fat content was less than 6 per cent and the product consisted largely of skim milk.

The Land O'Lakes Creameries, Inc., was fined \$50 on a plea of guilty to the charge of having shipped from Pennsylvania into Maryland a quantity of dried skim milk labeled "Dried Buttermilk" to deceive and mislead the purchaser. The shipment also contained less than 5 per cent of crude fat guaranteed.



## Annual Meeting Pacific Northwest Feed Ass'n

By F. K. HASKELL

Two hundred representative feed dealers were in attendance at the seventh annual meeting of Pacific Northwest Feed Ass'n, which brought together dealers from Washington and Oregon in Tacoma Feb. 21-22.

PRESIDENT JOHN GOULD gave a short address of the past year's work, and the efforts made by the various committees against adverse legislation. He declared that the benefits derived by the various members from their ass'n had again been far in excess of the cost. Briefly he touched on the time and efforts that had been expended upon the code, and while the idea had not worked out it was his belief that the association had not been inveigled into any adverse code.

The speaker lauded the work of Manager Floyd Oles in his work at the State legislature, and also the co-operation given the Association by Walter Robinson, of the State Agricultural Department. He also voiced appreciation of the work done by the other com'ites. It was noted that there had been but a slight decrease in number of members due to conditions; also that on account of the uncertainty of the feed code that the Trade Practices com'ite were handicapped.

President Gould expressed the belief that the bottom of the depression had been reached and that the majority were now on the upgrade, and that all should make every effort to improve the ethics of the business.

MANAGER FLOYD OLES outlined the new Washington feed and fertilizer law. It is expected that this new law, which has been given most careful consideration, may be used as a basis and later adopted by Oregon and Idaho as well as Washington. Considerable assistance was given by the various departments of the Washington State College in making tests and analyses of various feeds.

TREASURER HUGH B. CLARK'S financial report was most gratifying. It showed that the assets of the ass'n had increased, that they had operated well within their budget, but that it was not as yet a reasonable thing even to talk about a reduction in dues.

Like many another ass'n it is possible that the feed dealers may work out a state code, as they realize that the NRA code is very uncertain.

WALTER ROBINSON, Director of Agriculture, promised the dealers to co-operate with them and their directors at every opportunity. He declared that it had never been the desire of himself or any member of his department to be dictatorial, and that a decision would hereafter never be made on any matters unless it was agreed to by at least sixty-five per cent of the trade.

MAYOR GEORGE SMITELY of Tacoma gave the dealers a delayed greeting at the afternoon session, and predicted that the Pacific Northwest is rapidly coming into its own. He gave a most optimistic picture of the coming year's business in all lines of trade.

"The Land Use Program" was the subject of an illuminating address by Prof. Rex Willard, W. S. C. Regional Director AAA, who urged the dealers to make a survey of the various classes of land in their particular communities.

L. J. BURGESS, Pacific Coast Regional Representative Agricultural Adjustment Administration, gave a close-up of the government's program, stressing supply and demand, and the three points of Production, Distribution and future constructive planning. He urged the dealers to think only in terms of their particular region and then all the various regions work together for the general betterment of the business.

E. J. EAGEN, Assistant Attorney-General of Washington, maintained that under the new Washington Feed law that loss leaders must have fixed prices. Advertising, he believed, would play a large part in disposing of the excess production in all lines of agricultural effort. He admonished the feed dealers to make their demands known to the legislators, who, the speaker declared, are in many cases "fiddling" around when real action is needed.

PROFESSOR WAYNE MILLER from the Western Washington Experiment station, in outlining recent tests of poultry feeds, advised that they were at all times working toward a real objective of making better feeds without increasing the price. He outlined principally the methods in assembling and results of tests of various mineral feeds. He touched on the subject of iodized eggs, and stated that to date the placing of small quantities of kelp in the feeds had shown but small increases in egg production.

CHARLES ENGLAND of Vashon gave a brief report on legislation touching on the three laws under consideration of seed law, sales tax and noxious weed laws, the sales tax being just one of many that will go through and likely cut into the profits of the dealer. It will, however, be passed on to the consumer and so noted on all sales slips.

The noxious weed law is considered only a joke by the association's legislative committee, but will stop the further importation of screenings.

Mr. England proposed that the ass'n go on record that if the sales tax is passed, it be passed on to the consumer and shown on all invoices as a separate item. Unanimously approved.

The chain store bill was discussed at some length under which every store will be obliged to pay \$5 license fee, and where the sales amount to \$100,000 or more than would pay in addition  $\frac{1}{4}$  of 1% on their volume of business.

JOHN LEHMAN, of Everett, chairman of the Hay Com'ite, reported that the proposed freight rates on hay will not become effective. He urged that the committee be given power to go after a decrease. In answer to numerous question he advised the dealers to go on shipping hay by trucks.

On the Auditing Com'ite were named C. A. Bixby of Vancouver, Wash.; Snohomish section, John Lehman, Everett, Wash.; George R. Thompson of Chehalis, Wash.; William Waples for the Whatcom district, Lyden, Wash.; Charles England, Vashon, Wash.

OFFICERS for the ensuing year are: President, John Gould, of Burlington (re-elected); vice-president, John Lehman; vice-president, Hugh Clark, Puyallup; sec'y-treas. (re-elected); manager, Floyd Oles, Seattle; asst. manager, Oregon Division, Leon S. Jackson, Portland.

The second day started with a "No-Host" breakfast at the Tacoma Hotel, with R. M. Clagett, Snohomish, toastmaster. The Liar's Contest, which brought forth a number of tall tales, was headed by Vern L. Osborn of Centralia, who now has a national reputation as the World's Champion Liar.

The final and interesting session of the dealers was their annual golf tournament held on the Meadow Park Golf course, with Bruce Swanson, Tacoma, Golf Chairman.

## Tankage in Cattle Rations

Seeking to broaden the outlet for packing house by-products packers have been experimenting privately with feeding tankage to cattle for some time. One middle-western packer kept several pens of beef calves under supervision to observe the results from feeding varying quantities as a protein concentrate with grains and roughage. State experiment stations have taken up this problem and several are now running tankage-for-cattle feeding tests.

In a Minnesota Experiment Station test during the summer of 1934 three lots of cattle were fed. One was given  $1\frac{1}{2}$  lbs. of linseed meal per head daily. Another was fed an equivalent amount of protein in tankage (.85 lb.). The third was given both linseed meal and tankage so proportioned that each supplement supplied an equal amount of protein. The basal ration for each lot was shelled corn, alfalfa and prairie hay, bone meal, and salt.

The cattle were fed for 77 days. The linseed meal fed lot showed average daily gains of 2.81 lbs. per head. Those receiving tankage as the sole protein supplement gained an average of 2.82 lbs. Those fed the combination of linseed meal and tankage gained an average of 2.74 lbs. These results would indicate tankage to be an entirely satisfactory protein supplement for cattle.

Using an "All-Purpose Supplement" made up of 30% dry-rendered tankage, 30% soybean oil meal, 20% cottonseed meal, 15% linseed meal, 2% fine ground limestone, 2% special steamed bone meal, and 1% salt, Prof. Paul Gerlaugh at the Wooster, O., station conducted feeding tests for three years. His official bulletin report states:

Steers fed a ration containing 1.6 lbs. of the all-purpose supplement daily per calf gained 50 lbs. more per calf in 280 days than calves fed 2 lbs. of a protein supplement containing equal parts of linseed meal and cottonseed meal. The gains were made from less feed by the calves on the all-purpose supplement. The calves also showed a more growthy appearance than the check lot.

The results with dairy cattle were equally favorable. The bulletin states, "Eight dairy cows in each of the two lots were used to compare the all-purpose supplement with the regular ration used at the Ohio State University. The lot of cows on the ration containing the all-purpose supplement produced slightly more milk and slightly less fat than the check lot."

A new wheat program designed to reduce the nation's surplus to 130,000,000 bus. by July was promised recently by Geo. E. Farrell, chief of the wheat section of the AAA, addressing the Missouri Farm Bureau Federation at Columbia. Consumption may reduce the supply below that figure before July.

## KELLY DUPLEX MILL MACHINERY



New 1935 Model  
Feed Mixer

With Latest Improvements at a New Low Price.

Write for details.

Everything  
for Mill and Elevator

The Duplex Mill & Mfg. Co.  
Springfield, Ohio

## DONAHUE-STRATTON CO. GRAIN & FEED MERCHANTS

Milwaukee, Wisconsin

Elevator capacity at Milwaukee—4,000,000 bushels on C. & N. W. Railway.

Mill Feeds Feed Products

CONSIGNMENTS,  
GRAIN COMMISSION  
and Grain "to Arrive"

Your consignments given careful  
personal attention.



# Poultry Feeds and Feeding

## Feeding Iodine to Laying Hens Useless

Feeding iodine to laying hens is useless, according to poultrymen of the Minnesota Agricultural Experiment Station. Six trials, each lasting six months or longer, proved that feeding iodine to laying hens does not increase the total egg production, does not improve the fertility or hatchability of the eggs, and has no influence on death rate in the adult flock.

The results of these experiments do not mean that hens require no iodine, says E. A. Johnson of the University Station. What they do show is that an ordinary ration contains all the iodine hens need.

## Soybeans for Poultry

By H. T. MORRIS, Decatur, Ill.

As a source of protein in poultry rations, soybean oil meal has found universal favor and is considered indispensable by some of the most authoritative investigators of the day. Due to its wide variety of proteins, its extremely high digestibility in both protein and carbohydrates, it finds ready use in rations for poultry of all ages. The low fiber content of soybean oil meal combined with the fact that the little fiber present is highly digestible is particularly valuable in a poultry ration.

The poultry department at Cornell University has done some highly valuable work in the use of this source of protein for poultry. A very important part of their experimental work has to do with replacing meat scraps and fish meal, that is, animal proteins, with soybean oil meal. They find that 5% of soybean oil meal may be used to replace meat scraps and/or fish meal protein with equally good results.

The University of Illinois found soybean oil meal highly satisfactory as a protein supplement in rations for growing chickens.

## Feed Prices

The Cereal By-Products Co., on Feb. 21, quoted the following prices on feeds, meals, ingredients and supplements, per ton, in carload lots:

Mill Feeds			
	Packed	Ship- ment	Chi- ago
Standard bran.....100s	Quick		28.00
Standard bran.....100s	Mar.		27.75
Pure bran.....100s	Immed.		28.25
Pure bran.....100s	Mar.		28.00
Standard midds.....100s	Quick		26.75
Standard midds.....100s	Mar.		27.00
Rye midds.....100s	Prompt		24.75
Flour midds.....100s	Immed.		29.75
Red dog.....100s	Immed.		30.25
Concentrates			
37% O. P. linseed meal.100s	Immed.		42.10
34% O. P. linseed meal.100s	Immed.		39.00
30% oil meal.....100s	Immed.		34.00
14% Soybean oil meal.100s	Immed.		38.70
41% cottonseed meal.....100s*	Immed.		38.60
13% cottonseed meal.....100s*	Immed.		40.60
15% Peanut meal.....100s	Immed.		36.00
Alfalfa Meal			
Pevee (Pecos 20% leaf)...	*Immed.		34.50
Velvet (Pecos 17%).....	*Immed.		32.50
Pecos special (choice fine)...	*Immed.		30.00
No. 1 medium alfalfa meal	*Immed.		28.30
No. 2 medium alfalfa meal	*Immed.		26.00
Cereal Products			
Table grade oat products...	*Immed.		79.40
Feeding rolled oats.....	*Immed.		64.00
Roller hulled barley.....	Immed.		55.00
Fine ground fd'g oatmeal...	Immed.		43.00
Reground oat feed.....	*Immed.		15.50
Unground oat hulls, sacked	Immed.		17.00
Miscellaneous			
Malt sprouts standard.....	Prompt		27.50
Dried brewers grains.....	Prompt		28.00
Buckwheat re-cleaned, bulk...	†Prompt		1.46
Dried skim milk.....100s	†Prompt		4.40
Blackstrap molasses...bulk	Spot 30 days		8c
	f.o.b. New Orleans		
February	†March	‡Per cwt.	

## Protein for Poultry

By J. S. HUGHES of the Kansas Station  
Protein is used in the animal body in building all of the body tissues. It makes up the largest part of the dry matter in the muscle tissues. In the case of laying hens, protein makes up a considerable portion of the dry matter of the yolk and practically all of the dry matter of the white of the eggs. In order to obtain satisfactory results either in the growing of young stock or in the production of eggs, it is necessary to include in the feed some protein substances which will supplement the protein of the grains which usually make up the bulk of the feed.

In order to understand why these protein supplements are necessary and why some protein supplements are of greater value than others, it is necessary to know something about protein structure. Proteins are complex compounds, built up of a few relatively simple compounds called amino acids. The relation of amino acids to proteins may be thought of as being about the same as the relation of letters to words. By combining twenty-six letters in various ways an almost unlimited number of words can be made. In the same way, the twenty amino acids used in building the various proteins can be combined in a great many ways. The thousands of proteins found in nature are thus produced.

By the process of digestion the animal splits these complex proteins up into relatively simple amino acids. It makes no difference what the source of protein may be, whether it is corn, meat, alfalfa, or anything else, when the protein is digested by the animal the same group of about twenty amino acids is produced. However, altho the same twenty amino acids are produced when any of the above-named groups of protein are digested, they are not produced in the same proportion; that is, an amino acid which might be produced in large quantities from the proteins of meat, might be produced in very small quantities from the proteins of grains. For this purpose proteins of animal origin, such as milk, tankage, or meat scraps, may be used; or vegetable proteins, such as soybeans and cottonseed meal, may be used to almost equal advantage.

It has been maintained by some that proteins of animal origin were far superior to proteins of the vegetable origin. Since more has been learned about an adequate diet, however, it has been found that the difference between these so-called animal proteins (milk, tankage, and meat scraps) and the vegetable proteins (soybeans and cottonseed) is not in the protein content but in the minerals which they add to the diet.

It so happens that milk, tankage, and meat scraps all contain a fairly high per cent of the mineral elements which are lacking in the ordinary grain rations, so when these animal proteins are included in the diet they not only supplement the protein, but they also make good the mineral deficiency. This is not true in the case of vegetable proteins, for these protein feeds do not contain sufficient minerals to make good the mineral deficiency of the ordinary grain rations.

No definite statement can be made as regards the actual per cent of protein supplement necessary to use under all conditions. For practical purposes, however, where ordinary poultry feeds

are used, the mash of growing chicks should contain about 10 per cent and the mash of laying hens about 20 per cent meat scrap or high-grade tankage. As new protein supplements are developed the per cent to be used will have to be determined by practical experiments.

## Brood Sow Flushing

BY DR. J. M. EVVARD

In the flushing of brood sows we have had better results by supplementing the liberal corn ration with a high class supplement carrying from 35 to 45% protein, said supplement being well provided with vitamins and minerals, the same being supplied by a variety of superior feed such as soybean oil meal, fish meal, linseed oil meal, meat meal tankage, select alfalfa meal, and other similar high grade feeds, these all properly blended along with the needed minerals, such as salt, limestone, bone meal, iron oxide, copper sulphate and an iodine carrier.

A variety of well selected feeds, rightly blended in the correct proportions so as to guarantee an adequacy of proteins, protein quality, vitamins, and minerals will give better farm grain balancing results, not only for flushing but for the pregnancy period feeding, than will any single supplemental feed.

Yakima, Wash.—On Dec. 21 the Superior Court of Yakima County supported the state A. A. Act, in a test suit.

## Triple XXX Alfalfa Meal

*Use more of it—it's healthful*



THE DENVER ALFALFA  
MILLING & PRODUCTS CO.  
Merchants Exchange ST. LOUIS LAMAR, COLO.

## Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

Mr. Hurd, from his experience both as a poultry farmer and college instructor, has revised the text and pictures throughout. The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

This book is printed on enamel book paper from large type and well bound in cloth. Its 480 pages divided into 23 chapters and illustrated by over 200 engravings, teems with helpful, practical information. Price \$2.50 f.o.b. Chicago; shipping weight two pounds.

## Grain & Feed Journals

Consolidated  
332 So. La Salle St., Chicago, Ill.



Corn Gluten Feed, Corn Oil Cake Meal,  
Brewers' Dried Grains Malt Sprouts  
ANHEUSER-BUSCH ST. LOUIS



## Oil in Soybeans Make Better Beef

Further evidence that heavy allowances of soybeans in cattle rations do not produce soft and yellow carcasses, and that certain buyers have discriminated unjustly against soybean-fattened beef has been found by the Iowa State College Agricultural Experiment Station.

For 9 months C. C. Culbertson, B. H. Thomas and F. J. Beard of the college staff fed cocoanut oil, fish oil and soybean oil to 9 lots of steers. They fed lightly to some lots, heavily to others—more oil than the farmer ever feeds in soybeans.

When the animals were butchered at the end of the trials, no significant differences in firmness of carcass or color could be detected by commercial graders and chemists. This evidence is not conclusive, the experimenters say, but believe last year's soybean feeding experiments indicate strongly that soybeans do not affect the flavor and color of beef as they do pork.

Cuts from the various steers were roasted. No effect of the oils could be detected in flavor. There was, however, a slight indication that the odor of the meat was affected, so the experiments will be repeated this year. They will try to feed up to 200 cubic centimeters of the oils—relatively double or more than double what the farmer feeds.

## Feeding Difference Between Soybeans and the Meal

The University of Illinois, which state is the leader in the production of soybeans, has made comparative tests of the effect on the pork from hogs fed the whole soybean in the ration and animals fed the meal resulting as a by-product when the oil has been extracted.

One ration contained 80 per cent corn and 20 per cent soybeans, and the other 80 per cent corn and 20 per cent soybean meal.

The loin, bacon and lard from both lots were placed in the cooler; and after having been taken out of the cooler at the same time and photographed the difference is apparent in the engraving herewith. Those on the left were fed the whole bean, and those on the right the meal from the bean.

The packers are discouraging the feeding of

soybeans, not soybean oil meal, for fattening hogs, pointing out that the housewife does not want flabby pork chops, "tacky" lard or bacon, as the butcher cannot slice this on a slicing machine. The excess oil in soybeans makes soft pork. Soft pork cannot be detected "on hoof," with the result that the packers may be compelled to discount all hogs coming from centers where soybeans are fed.

Grain dealers selling feeds should spread the information that soybean oil meal does NOT make soft pork.

## Industrial Use of Soybeans

From a paper read by H. W. GALLEY of

Decatur at convention of the Farmers

Grain Dealers Ass'n of Illinois

The profitable utilization of the American commercial soybean crop became one of our important farm problems. The soybean plant and its products have a wide field of uses, but without the oil milling industry to provide a cash market for the commercial supply of soybeans the crop cannot be expanded, nor can its true value be fully realized. However, to make expansion possible and profitable, it was necessary for the several associations interested in this development to secure the protection of a tariff or import duty on the two major products of soybeans; namely, soybean oil and soybean oil meal.

The demand for the commercial products from soybeans is the pivot which will determine the future demand for milling beans and which in turn will have considerable effect upon development of the soybean crop. The mills produce two main co-products, soybean oil and soybean oil meal. More recently, two other products, soybean flour and soya sauce, have forged to the front, and due to the versatility of the products from soybeans, others may be introduced in the near future. One familiar with the outstanding food value and other properties of the soybean can visualize an ultimate consumption of tremendous volume, but it will mean a slow process of education of the consuming public.

The oil comprises only about one-seventh of the combined weight of the product, while the cake or meal remaining after processing the soybean comprises approximately six-sevenths of the total weight. Therefore, the maintenance of the soybean milling industry at a high level of production is dependent upon the consumption of soybean oil meal.

Despite the fact that the meal has no superior as a protein concentrate, it has not received the attention which it requires and which it merits. Soybean oil meal is perhaps the most versatile of all protein concentrates and can be fed with equal success to all types of livestock. It is highly nutritious, palatable and digestible, with a very desirable physical effect on the animal, and has given excellent results both in experiments and under actual feeding condi-

tions. While its value per unit of protein is unsurpassed, the American feeder has not come to realize the value of this meal nor to utilize its qualities, as you may easily appreciate from your own personal experience in feeding livestock. Here again is the need of education in which the soybean processor needs your help and co-operation.

There must be a feeling of partnership between the farmer who raises the soybeans and the processor who mills them. It is true that we have made tremendous strides in the soybean industry and its rapid rise has been beyond our fondest expectations, but until this blending of interest is accomplished our headway will be slowed up. We cannot too strongly emphasize the fact that the demand for soybean oil meal is a limiting factor for the industry. We have received strong support from the dairymen in the East where the consumption of soybean oil meal has increased substantially, but in the Middle West, where the crop is actually grown, we find the farming industry favoring cottonseed meal in their feeding. It cannot long remain a one-sided proposition. The milling industry cannot process the beans unless there is an increasing outlet for the products, and much of this must be expected to come from the soybean growers. The processors do not expect the farm trade to consume the oil in substantial amounts, but they do anticipate, and rightfully so, more support thru meal consumptive channels in the Middle West. Surely we cannot tag the soybean as a "prophet not without honor, save in his own country."

There has appeared on the Eastern Coast, large importations of Manchurian soybean oil meal at a substantial discount under the cost of domestic meal, even after payment of the duty of \$6.00 per ton. This has resulted in a severe loss of business to the American mills and the wiping out of any profits that might have existed. Likewise, there have been heavy importations of soybean oil from Manchuria which has held down the price of domestic oil, again resulting in a loss of business and profit to our domestic mills.

Thru our various ass'ns we are urging the authorities at Washington to increase the duty on imported meal and oil for our mutual protection and in this connection we solicit your wholehearted support. As was previously stated, let us look upon this soybean business as a partnership.

Soybean oil production during the three months prior to Jan. 1 amounted to 25,383,753 pounds, as reported by the Census Bureau.

## ALFALFA MEAL

No. 1 fine ground that is uniform, good color and right.

Also all other grades.

**The A. B. Caple Co.**

Toledo, Ohio

## Poultry Production

by Lippincott and Card

(5th Edition—Revised)

Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities, it includes 238 illustrations. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

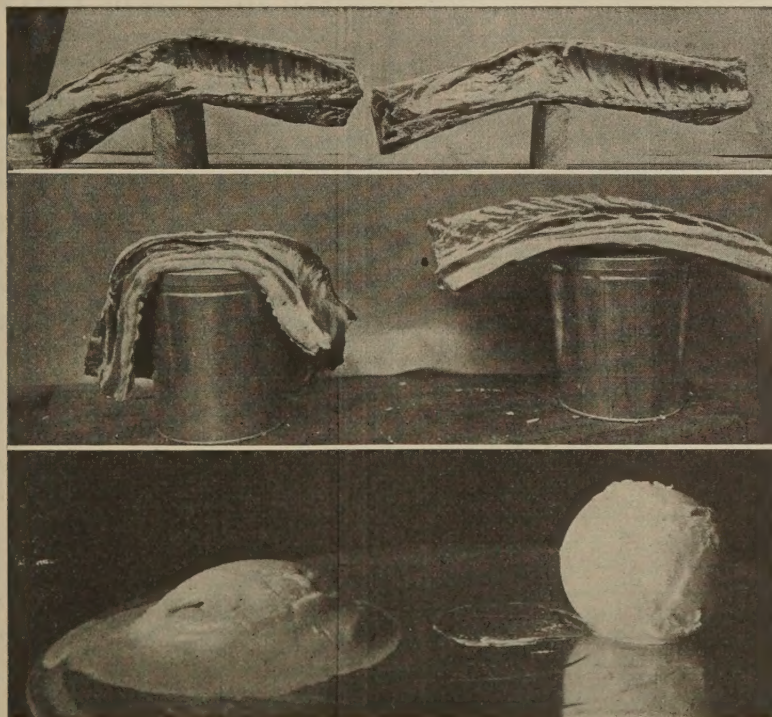
Bound in cloth, 723 pages, fully cross indexed. Weight 4 lbs. Price, \$4.00, plus postage.

**Grain & Feed Journals**

Consolidated

332 S. La Salle St.

Chicago, Ill.



University of Illinois photo

At left, Soft Pork; at right, Firm Meat



## Dealer's Lien for Feed

Attorney Thomas A. Williams has made the following suggestions to the Pacific Northwest Feed Ass'n on cattle mortgages:

It is proper to insert in a mortgage on a farmer's real property or livestock a provision to the effect that the mortgage covers additional credits which may be granted beyond the amount owing at the time the mortgage is given. We suggest that the following provision be inserted in such a mortgage when desired:

"This mortgage is given as security for the indebtedness shown on its face, and also as security for any additional indebtedness which may hereafter become due from the mortgagor to the mortgagee up to the total amount of \$....."

If a mortgage containing this provision is properly executed and filed for record it will take precedence both as to the original amount and additional credits over a second mortgage.

If a person actually buys chicks and takes a bill of sale therefor, he may take the chicks into his possession at the time the deal is closed or at any subsequent time, provided that if the chicks are left in the possession of the vendor the purchaser must file his bill of sale within ten days. As between vendor and vendee the failure to file will not prevent the purchaser from taking the chicks into his possession at a later date, but he will not be able to exercise this right as against subsequent incumbrancers.

When the bill of sale contemplated is simply taken as security for indebtedness and does not evidence an outright sale of the chicks, the bill of sale, even though filed, would be inferior to a subsequent mortgage properly executed and filed. The reason for this is that the law requires a chattel mortgage to be acknowledged and to have an affidavit of good faith attached to it and to be filed within ten days after its execution. The law further considers a bill of sale which is simply given as security, to be in effect a chattel mortgage. Therefore, if the bill of sale does not have the proper affidavit and is not properly acknowledged, or properly filed, it is void as against subsequent incumbrancers. If it is the intention to take the chicks in question as security, the proper way to accomplish this is by way of chattel mortgage properly executed and filed rather than by bill of sale.

As to proper wording in a chattel mortgage so that a dealer may be protected from the defense of—"that is not the flock covered by the mortgage," is a difficult question to answer. One would almost have to have the facts of each individual case, before one would be able to fully answer. Primarily, the law requires that chattels covered by mortgage must be sufficiently described. In my personal experience, chickens, of all things, are about the most difficult of all chattels to describe. I have been informed that there is now on the market a tattooing device that is being used by some poultry men. It seems that if the feed dealers would procure such a device, that they will have solved their problem, not only where an original flock is mortgaged, but also where, in the mortgage, there is a provision covering the increment, substitutions and increases.

Here could be a description based on the above matter (material in parentheses to be used if applicable):

"Eight Hundred White Leghorn Pullets of the February hatch; (said Leghorn pullets to have tattooed on joint of right wing the mark IYZ), all of said pullets being located at R. 8, Box 25, Auburn, King County, Washington, also known as the Jones Farm; together with all additions, substitutions and increases during the life of this mortgage; (said additions, substitutions and increases to be similarly tattooed with the mark IYZ)."

I also believe, from my past experiences, that all of the mortgages should have this added provision:

"The mortgagor agrees to keep the mortgaged property within ..... County at all times, and will not remove the same without the written consent of the mortgagee; will not sell, assign or transfer or attempt to sell, assign or transfer said property or any interest therein."

As a general observation may I conclude as follows: Feed dealers have been prone to allow their mortgagors to dispose of non-productive birds, as well as laying birds, when the market is off. This is very dangerous because it will void the mortgage as to creditors and subsequent purchasers in good faith, unless it is agreed that the funds realized from sale shall be applied to the payment of the mortgage debt.

## Dairy Ration Must Not Be Too "Wet"

By L. H. FAIRCHILD

The use of wet brewers grains or "slop," as it is commonly known, in the ration of cows, occasions such questions from dairymen as, "What is this material worth for feed?" and "If some of it is to be used, how can it be fed most satisfactorily?"

Dairymen may be misled by the apparent low cost of this by-product material. Prof. F. B. Morrison of Cornell University states, "Wet brewers grains contain more water than most persons realize. The water content ranges from 70% to as high as 85%. When they appear quite solid and dry, they will still contain about 70% of water."

This wet material is usually sold by the bushel. While the price remains the same, the weight and feed value per bushel varies greatly, depending upon how well the water has drained out of it.

Because of the seeming low price, some dairymen may try to make up too much of their ration of this wet feed—feeding 50 lbs., 60 lbs. or more per cow per day. Feeding such large amounts of this watery material has a double disadvantage. First, while it gives fair results in milk production, it has been found to be unable to keep up the body weight and condition of cows. Second, the supply of this by-product is not a constant one. Frequently the supply runs out for several days, making it necessary to substitute something else suddenly. Such abrupt feed changes always give bad results.

After barley has been malted its starch content is greatly reduced and its fiber much increased. The Illinois Experiment Station has shown that the digestibility of the starchy material in brewers grains is only 56% to 73%, while in such farm feeds as oats it is 81% and in soybeans as high as 91%. The fiber content of brewers grains is nearly three times that of the barley from which it is made.

Due to the pronounced tendency to ferment and decay, the feeding of wet brewers grains has been in bad repute from a sanitary standpoint. In feeding this material to cows, especial care must be taken to keep the mangers clean, so that bad odors from the spoilage will be prevented. The wet grains do not keep in good condition very long and after spoilage begins, cows given these feeds may produce milk with undesirable flavors. Ordinances of a number of cities prohibit the sale of milk from cows fed distillery or brewery slops. Some milk companies have done the same.

Dr. Bohstedt of the Wisconsin Experiment Station advises, "Feeding 15 lbs. to 25 lbs. daily of wet brewers grains in a balanced ration—that is, one containing also hay and a grain mixture—seems to make the most efficient use of this by-product."

There may be splinters in the ladder of success, but you don't notice them unless you are sliding down.

The national quota under the Bankhead act was set recently by Sec'y Wallace at 10,500,000 bales of cotton, and tax exemption certificates for that amount will be issued to producers. The 1934 quota was 10,460,251. Signers will be permitted to rent to the sec'y 35% of their base acreage and receive payments therefor.

## Elevator Men Easily Handle Soybeans

By E. F. JOHNSON,  
before Indiana Grain Dealers Ass'n

Probably the biggest problem at the present time that the average elevator manager must face is the speculative feature of the soybean marketing program.

A serious situation has resulted as a result of the gradual advance in prices of soybeans during the past two seasons that many elevator managers may now be inclined to think that soybean prices will always advance as the season progresses. I know of no faster way to lose money than to figure that such will be the case.

However, the fact that there is no future trading in soybeans has been a definite problem to be met by the elevator manager.

Soybeans can not be hedged in any market to protect him against market fluctuations. However, in the main, this problem has been met thru the faith of the larger processors. Probably ninety per cent of the elevator managers to-day buying soybeans are working with some particular processing plant and as fast as the soybeans are bought by the local elevator, they become the property of the processor. In many cases, storage agreements have been worked out to the profitable advantage of the elevator manager.

Soybeans are an easy crop to handle. They require probably no more attention or care than any other grain crop. The elevator manager in a territory that is just starting commercial growing of soybeans should lend every aid and assistance to the project. It may mean some extra trouble and bother, with a small amount of soybeans the first year. But all things start in a small way.

I know that there are many elevator managers that will agree with me when I say that neglecting this business when it is young and giving your competitor a foothold will be something you will regret in the years to come.

More than 16,000 farmers applied for loans amounting to \$11,560,000 easy money in the first half of January, according to a statement by the Farm Credit Administration.

## HAVE YOUR FEEDS ANALYZED

Know That They Are Right

Protein, Fat and Fibre of Feeds and Grains Analyzed at Low Cost.

Runyon Testing Laboratories

1106 Board of Trade Bldg. Chicago, Ill.

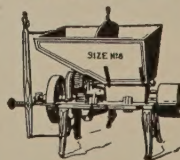
RUNYON Certificates of Analysis help sell feeds.

Send in Your Samples Now.

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

## "COMBINATION" MILLS

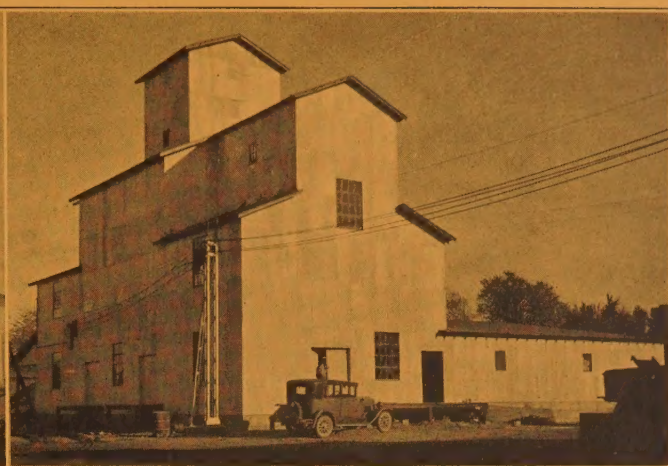
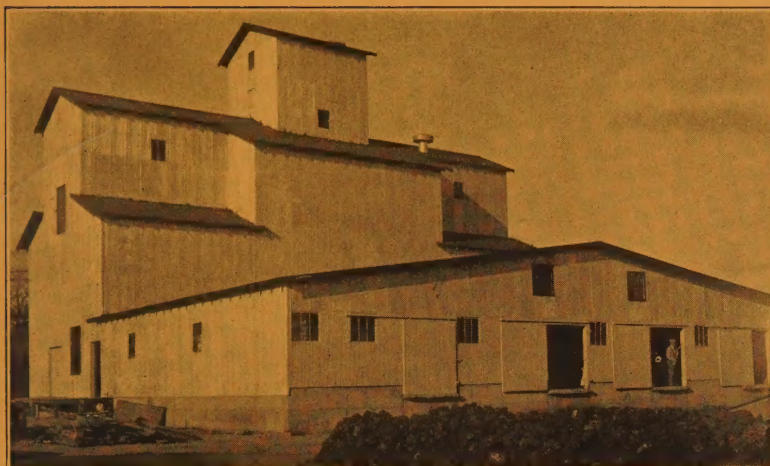


Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

THE N. P. BOWSHER CO.  
SOUTH BEND INDIANA



## GRAIN & FEED JOURNALS Consolidated



Two Views of the New Co-operative Elevator at Coldwater, Mich.

### Coldwater Opens New Elevator

Farmers from the Coldwater, Mich., territory recently celebrated "Opening Day" for the new elevator of the Coldwater Co-operative Co., a 14,000 bu., frame, iron-clad modern structure, replacing the plant that burned last April. Prizes encouraged attendance. Cider, coffee and doughnuts satisfied the hungry, and an old-time fiddling orchestra played for an old-time square dance in the company's new warehouse.

The company's new elevator rests on the 14 in. concrete block walls of a 32x72 ft. basement, 9 feet 4 inches deep. The elevator is 60 ft. 4 ins. high from the grade line to the top ridge. Along the east and west ends are truck-bed high receiving and service platforms. On the east end is a grinding shed. Adjoining the south side is a 45x72 ft. two-room warehouse, with four sliding service doors. Windows in both the elevator and the warehouse are steel framed, and readily opened for ventilation.

The storage capacity of the elevator is in 8 large overhead bins and one overhead half-bin. Sliding valves in the hopper bottoms of these bins control the flow of grain thru cypress spouting, so arranged that grain may be mixed into an elevator boot, or sacked direct from bins.

The three legs are spaced across the length of the house. Each has 5x9 inch buckets, Sidney boots, and Master geared motors. The receiving leg is run with 2 h.p., V belt direct

to head sheaves; the others with 3 h.p. each, V belt to jack-shaft and roller chain to head.

The receiving leg is at the west end of the house. Sacked grain is emptied into a small hopper that leads to its boot. Ear corn is emptied into a hopper above a 300 bu. Sidney warehouse sheller, in the basement that is run by a 5 h.p. motor. From this the shelled corn goes into the receiving leg.

Grain elevated by the receiving leg is cleaned by an Eureka cleaner on the second floor. This machine is run by a 5 h.p. motor thru a Buhler drive. The cleaned grain is discharged into a spout leading to a 75 bu. hopper scale on the work floor. Its scale beam shows weights in bushels and pounds over bushels.

Grain from the hopper scale is discharged into the boot of the elevating leg in the middle of the building, thence distributed to the storage bins.

The leg at the east end of the elevator serves only the grinding equipment. Ahead of it is an ear corn crusher, with a 10 h.p. GE motor. On the second floor is a Sidney corn cracker and grader. Next to it is the garner bin that serves the 30 in. double runner attrition mill on the work floor, with two direct-connected 40 h.p. motors. Set over the feed hopper of the mill is a double magnetic separator that divides the stream of grain from the garner spout to run over two magnetic plates before entering the mill.

Meal from the grinder is picked up by the blast from a 10 h.p. motor operated blower in the basement, and sent whirling into a meal collector just under the roof. From this it is directed thru sacking spouts back to the work floor, or into a bulk meal bin for discharge into the customer's vehicle under the grinding shed.

On the work floor near the grinder is a one-ton vertical Sidney feed mixer, run by a 5 h.p. motor. This is fed with sacked feed ingredients thru a grate-covered hopper at floor level; or thru a spout into the top. A spout from the meal collector serves it with ground grains, and from the elevating leg with whole grains.

Sacked feeds and feed ingredients are weighed on the platform of a 2,200 lbs. dial scale on the work floor. This scale is also used for weighing seeds purchased or sold. Clover seed is cleaned with a 5 h. p. motor operated Sidney clover seed cleaner.

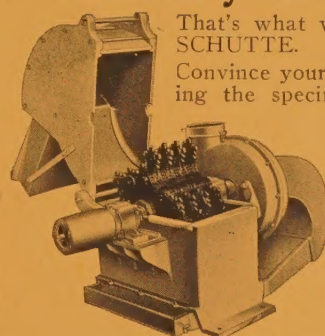
All electrical controls for the machinery are centered on a panel on the work floor. For getting quickly about the plant a Sidney man-lift operates between the basement and the top floors.

The Coldwater Cooperative Co., managed by Fred J. Martin, does a widely diversified business, handling coal, live stock, beans, clover seed, twine, salt, feed ingredients, commercial feeds, agricultural machinery, and numberless other items in addition to grain. It keeps two trucks, a 2-ton Dodge and a 1-ton Chevrolet, busy

with deliveries. Chris Wickey supervised construction of the new plant.

**HAY** Shipped  
Anywhere  
Immediately  
Timothy—Clover—Alfalfa  
Write or Wire for Delivered Prices  
**The HARRY D. GATES Co.**  
JACKSON, MICH.

### A \$1,000.00 Hammer Mill At Nearly Half Price

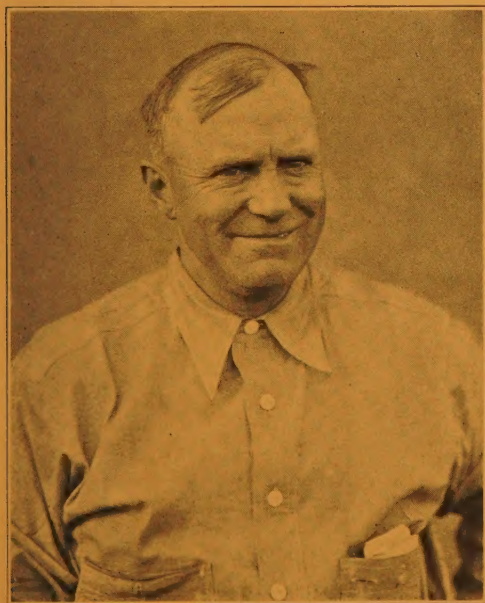


That's what we offer with a SCHUTTE.

Convince yourself by comparing the specifications of the SCHUTTE MILL with any other Hammer Mill selling for double its price.

Its heavy, sturdy construction makes it possible to do the hardest job at the lowest cost.

**SCHUTTE PULVERIZER CORP.**  
621 Eggert Rd. Buffalo, N. Y.



Fred J. Martin, Coldwater, Mich.  
Mgr. Co-operative Elevator Co.

### Feeds and Feeding

(ILLUSTRATED)

By W. A. Henry and F. B. Morrison

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise patrons on feed ingredients and feeding.

Detailed in its analysis of ingredients and tables on nutrition and feeding standards. Fully cross-indexed for ready reference. A dependable guide in solving feeding problems. 19th edition, 780 pages, well bound in cloth. Weight 4 lbs. Price, \$4.50, plus postage.

### Grain & Feed Journals

Consolidated

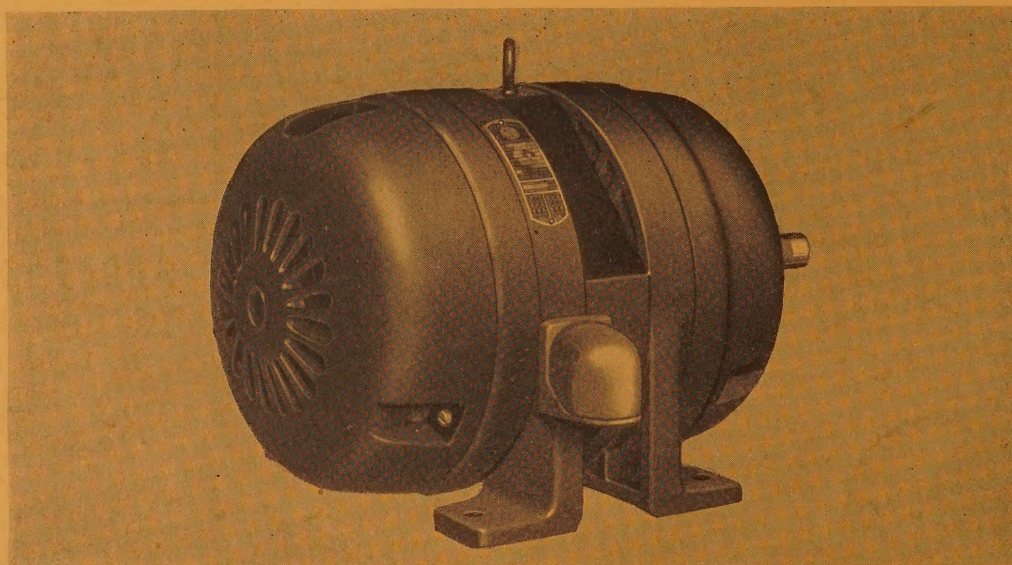
332 S. La Salle Street Chicago, Ill.





# Over a Century of Experience

IN BUILDING PRECISION EQUIPMENT



*Over a century of experience.*



... behind these simple words lies a story almost without parallel in service to electricity. This organization saw and helped in the first crude developments of the electric motor. And during its development through the years, Fairbanks-Morse has been working with motor users in every branch of industry—working hand in hand to create the finest kind of motors for every conceivable requirement.

Because of this tradition of craftsmanship and of cooperation with users of its motors, Fairbanks-Morse customers have come to look on an F-M Motor as an investment in dependability and economy.

Study the service that Fairbanks-Morse totally-enclosed, fan-cooled, ball-bearing motors render to granaries, flour mills and wherever there is dust and possible danger of explosion. So designed that cooling air cannot come into contact with its windings, it is absolutely dust- and explosion-proof. Indeed, an Underwriters' label will be furnished when requested with these motors when installation is made in grain elevators, flour mills, feed mills and similar locations.

Before you buy a motor for any purpose, it's always the best plan to inspect what Fairbanks-Morse has to offer. For complete information write Fairbanks, Morse & Co., 900 South Wabash Avenue, Chicago, Illinois. 32 branches at your service throughout the United States.

Pioneer  
Designers  
and  
Manufacturers  
of



POWER, PUMPING AND WEIGHING EQUIPMENT

105 Years

## FAIRBANKS-MORSE MOTORS